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SEPTEMBER 2013



40
Under 40

CLASS OF 2013

Catryn Fowler, who emigrated to the U.S. 15 years ago from Estonia and built a successful real estate career, is typical of our award winners — individuals with bright minds and community spirit. Here she's with daughters Emily, left, and Carolyn on a tennis day. **STORY ON PAGE 20.**

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-Tony Gwynn, San Diego Padres Hall of Famer

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-Trevor Hoffman, San Diego Padres All-Time Save Leader

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-Andrew Viterbi, Qualcomm Co-Founder

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-Craig "Craigar" Grosvenor

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-Jack White, Chairman-Jack White Capital Investments

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-John Moores, Owner-San Diego Padres

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-Ronald Judy, Co-founder Nintendo of America and Founder NES International (Nintendo in Europe)

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COVER STORY



ON THE COVER:

The Fabulous 40 Under 40

We present the 2013 40 Under 40 Award winners — men and women who shine in their careers and the community. A record 115 nominations were received, an indication of this region's reputation for attracting top talent in all sectors of the economy. Catryn Fowler (pictured with daughters), a real estate executive, is one of the winners. Story on Page 20.



14

Downtown's Newest Civic Icon

From its breathtaking domed exterior to its spacious, art-decorated interior spaces, the new Central Library in Downtown San Diego is the city's newest civic icon. Designed by Rob Wellington Quigley and Tucker Sadler Architects, the \$184.9 million, nine story structure will be formally opened to the public on Sept. 29.



17

The Legal Side of Commercial Real Estate

When a new project emerges in Downtown San Diego, there's a very good chance Oppen & Varco LLP had a hand in it. According to Richard Oppen, a partner with the Downtown law firm, his firm has "touched almost every new project in Downtown San Diego..." (Pictured is Studio 15 in the East Village, which Oppen & Varco worked on.)



18

New Car Review

The 2014 Ford Focus ST is the hot rod version of the Focus five-door hatchback wagon. "Frankenstein unbound," writes Eric Peters, our auto writer. "The 2.0 turbo puts the power down through the front-wheels-only...and through a manual gearbox only. Much more than just a goosed engine stuffed into an economy car."

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Cancer Survivor Fights for Victims

Tanaja Potts overcomes adversity to help others

Tanaja Potts was named an Honored Hero for the Leukemia & Lymphoma Society's annual Light the Night Walk on Friday, Nov. 8, at Petco Park.

Potts, diagnosed with Stage IV Hodgkins Lymphoma, will be honored at the 15th annual two-mile walk that brings together thousands of individuals to raise funds for blood cancer research and patient services.

"In high school, I had so many aspirations and my whole life ahead of me. The last thing on my mind was cancer," said Potts. "It was extremely difficult for me to understand what was going on at the time and battling cancer has forever changed my life. I'm a walking testimony and want to be there for anyone going through the same struggles. Support is key and without it, I wouldn't be here today."

A then 17-year-old high school senior, Potts didn't face the same dilemmas and decisions her fellow classmates and friends did. While many were preparing for college and other adventures,

she was dealing with other struggles.

Out of nowhere, Tanaja lost her appetite and developed large knots on both sides of her neck and under her arm. Not knowing what was wrong, her mother took her to the emergency room where doctors thought she was experiencing an allergic reaction.

Not satisfied with that response, they went to an oncologist who performed a bone marrow biopsy. On June 15, 2005, Potts learned she had Stage IV Hodgkins Lymphoma. After being diagnosed with the most advanced stage, Potts and her mother packed up their belongings and moved from Los Angeles to San Diego so she could receive the best possible treatment at Moores Cancer Center in La Jolla.

In August 2005, Potts received her first chemotherapy treatment. In addition to dealing with the various negative side effects, she was constantly sick and battling various emotions. She was physically and emotionally drained from treatments and worried about graduating on time and receiving her high school diploma. However, while going through chemotherapy and adjusting to living in a new city, she kept up with her school work and three days after receiving a treatment, she took the train to Los Angeles so she could walk at her high school graduation and earned her GED and high school diploma in December 2005. The following year, Tanaja was in remission.

Today, at 25, Potts is healthy and credits the nursing staff at Moores and her mother for helping her get through the difficult experience.

In November, walkers will join together in twilight, holding illuminated balloons — white for survivors, red for supporters and gold to remember those lost to cancer. In addition to the walk, the evening's festivities will include music, food and family activities.

"This will be Potts' second year participating in the walk and given her story, we thought she was without a doubt an Honored Hero, with everything she has overcome and the perseverance she displayed through it all," said Joanna Winsborough, senior campaign manager for the Light The Night Walk in San Diego. "She was put in a very difficult situation and not only beat it, but she received her high school diploma concurrently. That's remarkable and we hope others will get involved and join her team."

Individuals can donate to Potts' fundraising goal or sign up to join her team, called Livestrong. For more information on this year's event, visit www.lightthenight.org/sd.



Tanaja Potts, a Hodgkins Lymphoma survivor, will take part in the Nov. 8 Light the Night Walk at Petco Park.

SAN DIEGO SCENE



UC San Diego Library

UC San Diego Ranked as the Top University in the Nation

UC San Diego has been ranked as the top university in the nation for the fourth consecutive year by *Washington Monthly*. The magazine's annual "College Rankings" considers how universities are "acting on behalf of the true public interest," measuring institutions based on three criteria: social mobility, research and civic engagement. The university was ranked high by the publication for social mobility, based on the number of students who receive federal Pell Grants (need-based grants to low-income students) and their graduation rates. At UC San Diego, approximately 65 percent of students receive need-based financial aid and nearly 44 percent of students receive the Pell Grant. One of the university's initiatives designed to promote social mobility is the Chancellor's Associates Scholars Program, designed to help make a UC San Diego education a reality for students from three local high schools that work with historically underserved communities: Gompers Preparatory Academy, Lincoln High School and The Preuss School UCSD.

Conrad Prebys and Molli and Arthur Wagner To Receive UC San Diego Chancellor's Medal

Three philanthropists and patrons of the arts — Conrad Prebys and Molli and Arthur Wagner, have been chosen to receive the 2013 Chancellor's Medal from UC San Diego, one of the highest honors given by the campus.

It recognizes exceptional service in support of the university. The awards will be given on Nov. 16 as part of UC San Diego's annual Founders Celebration.

Conrad Prebys made a successful career as a real estate developer and property manager in San Diego for the past 40 years. He gave \$6 million to build the Conrad Prebys Music Center, then gave an additional \$3 million endowment for graduate student fellowships and to maintain the infrastructure of the Conrad Prebys Concert Hall. He has also given to UC San Diego Moores Cancer Center, The Preuss School UCSD, San Diego Zoo, Scripps Health, the Old Globe Theatre, the Boys and Girls Club, KPBS, San Diego Opera and others.

Molli and Arthur Wagner arrived at UC San Diego in 1972, when Arthur was appointed the founding chair of the department of drama, now the department of theatre and dance. They have provided funding for the Molli and Arthur Wagner Dance Building, the Arthur Wagner Theatre, the Wagner Endowed Graduate Acting Fellowship, the Arthur and Molli Wagner Endowed Chair in Acting (the only one of its kind in the nation) and have made the lead gift to the Student Production Fund Endowment, for which they are also serving as co-chairs.



Conrad Prebys



Molli and Arthur Wagner

Planned Parenthood Welcomes New Binational Affairs Manager

Urban planner and reproductive rights advocate don't usually go hand in hand. Then again, Claudia Huerta is not your typical poverty reduction advocate. Born in Mexico, raised in San Diego and educated in New York City, she is the new binational affairs manager for Planned Parenthood of the Pacific Southwest, where she manages the day-to-day operations of its Binational Affairs Program. As part of her role, Claudia identifies key reproductive health issues, initiatives and legislation impacting the border region and binational communities; strengthens relationships and partnerships for binational initiatives; organizes binational events; and represents PPPSW on advisory boards and external committees at a binational and international level.

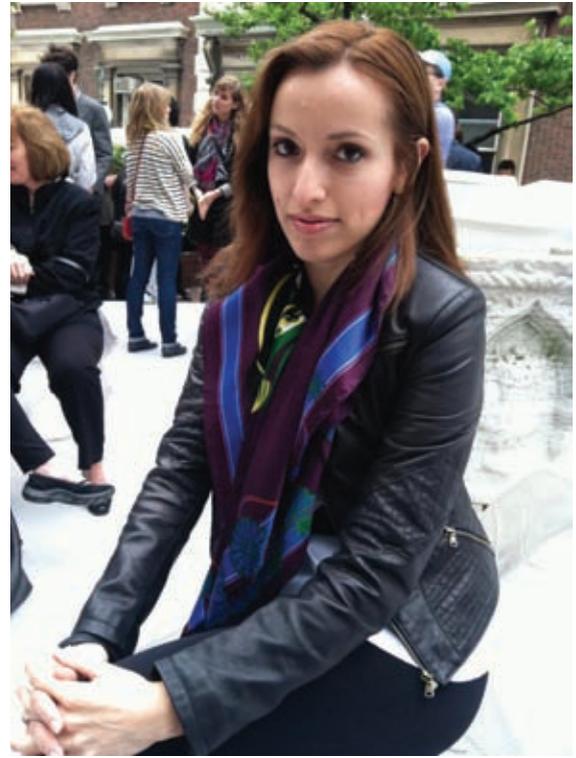
Her priorities for the department include building and strengthening relationships on both sides of the border. On Oct. 3, the fifth annual Binational Dialogue on the Status of Women's Reproductive Health and Rights in Mexico and the United States will take place in Chula Vista, where national leaders from both countries will have a forum to discuss reproductive health care and share strategies to increase access to reproductive health justice in the border region.

From Claudia's point of view, urban planning, though sometimes spatially oriented, is as much a policy oriented issue, and directly impacts those who typically lack access to family planning services.

"I am really looking forward to being on the front lines of economic and gender equity with Planned Parenthood's binational program," she says.

Claudia has extensive experience working and advocating for low-income and marginalized communities in California, New York, Mexico and Brazil. During her tenure at the Center for International Trade Development in Orange County, she coordinated the first two joint binational conferences of Southern California and Baja California mayors, elected officials and business leaders, which has helped to facilitate continued dialogue between both sides of the border.

Huerta earned her Masters of Science in Urban Planning and a Bachelor of Arts in Economics and Spanish Literature at Columbia University.



Claudia Huerta



San Diego's Brightest
Young Leaders

40 UNDER 40 AWARDS LUNCHEON

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Two Scripps Research Institute Professors Named Investigators to Pursue Research on the Origins of Life

Professors Donna Blackmond and Gerald Joyce of Scripps Research Institute have been named Simons Investigators for the Collaboration on the Origins of Life, sponsored by the Simons Foundation, a New York-based nonprofit organization established in 1994 to advance the frontiers of research in mathematics and basic sciences.

The 15-member international Simons collaboration aims to support creative, innovative research in 10 topic areas concerning the processes that led to the emergence of life on the planet Earth, including the development of prebiotic chemistry and RNA replication. Blackmond and Joyce each will receive \$2 million of research funding from the Simons Foundation over the next five years.

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Governor Appoints Two to San Diego Superior Court

Gov. Jerry Brown has appointed Pamela M. Parker and Michael D. Washington to judgeships in the San Diego County Superior Court.

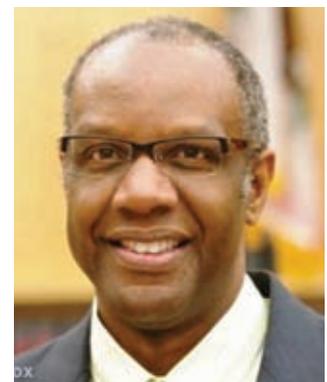
Parker, 56, of San Diego, has served as a senior appellate attorney at the Fourth District Court of Appeal of San Diego, Division One since 2012. She was an adjunct professor at the University of San Diego Law School from 2010 to 2012 and at the Thomas Jefferson School of Law in 2011. Parker held multiple positions at Robbins Geller Rudman and Dowd LLP from 1991 to 2011, including of counsel, partner and associate. She was a litigation associate at Lankenau Kovner and Bickford LLP from 1988 to 1990 and at Paul Weiss Rifkind Wharton and Garrison LLP from 1983 to 1988. Parker earned her law degree from Harvard Law School and a bachelor's degree from State University of New York at Binghamton. She fills the vacancy created by the retirement of Judge Luis R. Vargas. Parker is a Democrat.

Washington, 54, of Temecula, has served as a deputy public defender at the San Diego County Public Defender's Office, Office of the Primary Public Defender since 1994 and has been an adjunct professor at the University of San Diego School of Law since 2003. He earned his law degree from California Western School of Law and a bachelor's degree from San Diego State University. He fills the vacancy created by the retirement of Judge George W. Clarke. Washington is a Republican.

The compensation for each of these positions is \$178,789 annually.



Pamela Parker



Michael Washington

New Grant to Fund Autism Research at UC San Diego

A researcher at UC San Diego School of Medicine is among principal investigators at 10 California institutions receiving research grants totaling \$40 million from the California Institute for Regenerative Medicine. Alysson R. Muotri, assistant professor of pediatrics and cellular and molecular medicine, will receive \$1.85 million for his research using induced pluripotent stem (iPS) cells, with the aim of identifying novel small molecule drugs with the potential to treat autism spectrum disorder. Muotri said the work is important because “it helps expand and deepen our understanding of autism, from a behavioral disorder to a developmental brain disorder. We can now look for and test drugs and therapies and see what happens at a cellular and molecular level.”



Alysson Muotri

Wireless Internet Access to Expand in Balboa Park

Soon, you'll be able to use your smartphones, tablet computers and laptops with greater ease at Balboa Park's central mesa. City Council President Todd Gloria on Thursday announced the expansion of wireless Internet access from the park's Spreckels Organ Pavilion to San Diego Museum of Art. The area includes the Plaza de Panama, where parking spots were recently removed and replaced with tables and chairs. The Wi-Fi will not only enable visitors to surf the web but will also open doors for Balboa Park facilities to interact with users, such as webcasting organ concerts or developing location-specific applications. Michael Wall, vice president of public programs at San Diego's Natural History Museum, was particularly excited about the latter. The museum received a grant from the Institute of Library and Museum Services to expand its influence. Wall said that could be an application to help visitors identify specific species of birds they may spot in the park or a digital map to show from where around the

— *City News Service*



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San Diego Catering Company Awarded Contract for Olympic Games

Behind The Scenes (BTS), a catering and events company headquartered in San Diego, has been awarded the contract with NBC to manage the culinary and logistic needs for the upcoming 2014 Olympic Winter Games in Sochi, Russia as well as the 2016 Olympic Summer Games in Rio de Janeiro, Brazil. BTS will be providing catering and hospitality services, feeding nearly 4,000 members of the U.S. broadcast and international media as well as corporate sponsors each day at a majority of the 14+ Olympic competition venues for the next two Olympic Games. The catering company is led by John Crisafulli, president and CEO.



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AT&T to Acquire Leap Wireless for \$1.2 Billion

AT&T will acquire prepaid wireless provider Leap Wireless in a deal valued around \$1.2 billion. The carrier has agreed to pay \$15 a share in cash for San Diego-based Leap, which operates under the Cricket Wireless brand. As part of the agreement, AT&T will get Leap's wireless properties, including its licenses, network assets, and stores, as well as its subscribers, which number around 5 million. AT&T also will keep the Cricket brand.

Leap's wireless network covers about 96 million people in 35 states, according to a statement Friday. "The combined company will have the financial resources, scale and spectrum to better compete with other major national providers for customers interested in low-cost prepaid service," according to the press release. Spectrum in the PCS and AWS bands, mostly complementary to AT&T's spectrum, is also included in the agreement. If the deal is approved, AT&T will put Leap's "unused spectrum to use in furthering its 4G LTE deployment and providing additional capacity and enhanced network performance for customers' growing mobile Internet usage," according to the release.

Cubist to Pay Up To \$1.6 Billion For two San Diego Antibiotics Makers

Cubist Pharmaceuticals Inc has agreed to pay up to \$1.6 billion for Trius Therapeutics Inc. and Optimer Pharmaceuticals Inc. — two biotech companies with San Diego operations. According to a Reuters report, the acquisitions will expand Cubist's heft in antibiotics at a time when the number of drug-resistant viruses are on the rise.

The widely praised deals will give Cubist, one of the few big players in U.S. antibiotics in the United States, an additional \$600 million to \$1 billion in revenue on an annual basis from the companies' lead drugs. Antibiotics has often been shunned by many big pharma firms as a field of research due to poor returns.

Cubist, known for its Cubicin antibiotic, will also gain Trius's experimental drug, tedizolid phosphate, that showed promise in treating skin infections in two late-stage studies and which Cubist hopes to launch in late 2014.

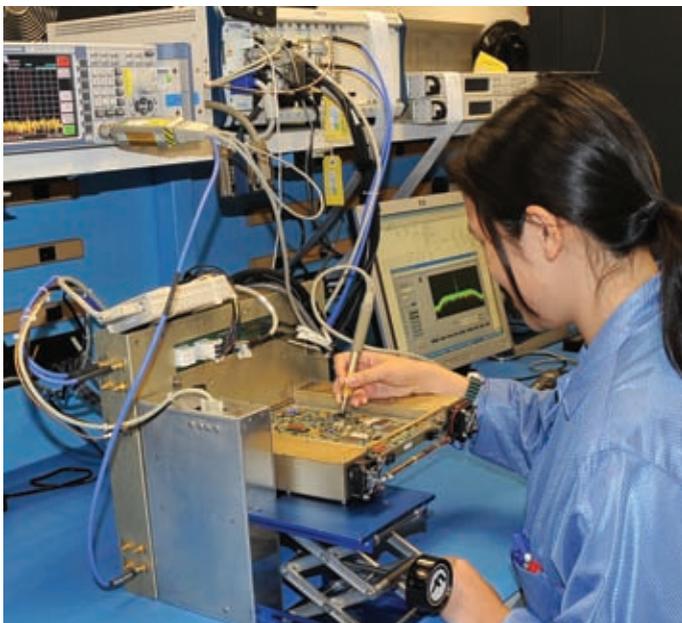
"As a recognized leader in acute care, we believe Cubist is best-positioned to maximize tedizolid's potential to patients in the U.S. and other world regions," said Jeffrey Stein, president and CEO of Trius. "This transaction culminates years of intense work by the Trius team to achieve this outcome, and our shareholders are being rewarded for their involvement and support of the company."

Northrop Grumman Delivers Key System for F-35 Stealth Fighter

Northrop Grumman Corp. has delivered its 100th communications, navigation and identification system (CNI) to Lockheed Martin Corp. for integration into the F-35 Lightning II joint strike fighter aircraft. Lockheed Martin is developing the F-35 with partners Northrop Grumman and BAE Systems.

Northrop Grumman's CNI system provides F-35 pilots with the capability of more than 27 avionics functions. "By using its software-defined radio technology, Northrop Grumman's design allows the simultaneous operation of multiple critical functions while greatly reducing size, weight and power demands on the advanced fighter," the company said in a release.

Besides developing and producing the CNI system, Northrop Grumman produces the center fuselage; designed and produces the aircraft's radar and electro-optical subsystem; develops mission systems and mission planning software; leads the team's development of pilot and maintenance training system courseware; and manages the team's use, support and maintenance of low-observable technologies.



A Northrop Grumman test engineer conducts manufacturing testing on a transceiver module for the AN/ASQ-242 communications, navigation and identification system for the F-35 Lightning II joint strike fighter aircraft.

A dark-themed graphic with a shield-like border. At the top, it says "Congratulations, Omar Lopez!" in a large, gold, serif font. Below this, in a smaller white font, it reads: "We are proud of your achievements on behalf of families and children in the San Diego community. Your commitment and leadership as an educator and social worker are an inspiration to us all!" At the bottom, the text "USC Social Work" is displayed in a gold and white font. The background features a faint, stylized sunburst and a shield with a torch.

A white graphic with a blue border. At the top, it says "Congratulations to Susan Steele!" in a large blue font, followed by "Tax Senior Manager, Deloitte Tax LLP — San Diego Office" in a smaller blue font. Below this, it reads "14th Annual 40 Under 40 San Diego's Brightest Young Leaders Awards Event" in blue. The main text says: "We celebrate your leadership and commitment to our organization and are proud to share this honor with you. Today's environment requires fresh thinking. Find out why leading businesses around the world turn to Deloitte for ideas, execution, and professionals who understand today's tough challenges." The website "www.deloitte.com" is listed below. On the right side, there is a large, detailed image of a wooden ship's steering wheel. At the bottom left, there is a small disclaimer: "As used in this document, 'Deloitte' means Deloitte LLP and its subsidiaries. Please see www.deloitte.com/us/about for a detailed description of the legal structure of Deloitte LLP and its subsidiaries. Certain services may not be available to attest clients under the rules and regulations of public accounting." Below that is the copyright notice: "Copyright © 2013 Deloitte Development LLC. All rights reserved. Member of Deloitte Touche Tohmatsu Limited." The Deloitte logo is at the bottom right.



Erica Aisha Moore (far left) with some of her dancers in a lighter moment.

San Diego Loses a Gifted Dance Theater

San Diego's Eveoke Dance Theatre is going on hiatus, closing its 3,200-square-foot facility in North Park and cancelling its August and January performances, with no clear plans for the future.

Caused by a combination of factors, this closing is also an opportunity to step back and see how they can move forward sustainably and create balance between the business aspect and their artistic side, explained artistic director Ericka Aisha Moore.

"Even though the physical location is closed, the theater's mission and core values will live on through our audience, teachers, students, many of whom, like myself, literally grew up in Eveoke Theatre," said Moore.

A nonprofit, Eveoke Dance Theatre was founded in 1994 by Gina Angelique and Christopher Hall with an original concert company of eight dancers. Programming out of a small studio on the fifth floor of the Ratner Arts Building in Downtown San Diego, the organization produced three month-long performance works per season and began operating a unique arts education program fueled by the mission to cultivate compassionate social action.



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Tatiana Berger Named Associate Professor at the NewSchool of Architecture and Design

Tatiana Berger has been named associate professor of architecture at the NewSchool of Architecture and Design. Berger has more than 20 years of international experience in both professional practice and education. Berger's work includes designs for multiuse, megaform structures over the Moscow railways; a study for sustainable housing outside Beijing, China; and the reconstruction of the historic Chiado district in Lisbon, Portugal. She was hired by ILF Consulting Engineers as a project manager on the 2014 Winter Olympics project. Berger studied under architectural historian, writer and critic Kenneth Frampton, and she has been a guest critic at Harvard University, ETH Zurich, Moscow School of Architecture, and the School of Architecture in Porto, Portugal.



Tatiana Berger

Corner Bakery Café Plans to Open Nine New Restaurants Here

Dallas-based Corner Bakery Cafe announced plans Wednesday to open as many as nine new restaurants in the San Diego area as part of a new multi-unit restaurant franchise agreement with FEAST California Cafe LLC. Corner Bakery Café restaurants offer hot breakfast scramblers, paninis and sandwiches, homemade soups, salads, pastas and sweets. The group of hospitality operators, which through its FEAST Foods partnership owns and operates 170 Jack in the Box restaurants in Southern California and the Pacific Northwest U.S., as well as several Denny's restaurants in Southern California, plans to open its first restaurant next year. Three Corner Bakery Cafe locations currently operate in the San Diego area.

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TOP FORTY UNDER 40

The Gomez Iagmin Law Firm congratulates John Fiske for his exemplary efforts and being selected as one of the 2013 class of 40 UNDER 40.

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The Central Library, set to open on Sept. 29, is on Park Boulevard, near Petco Park Downtown.

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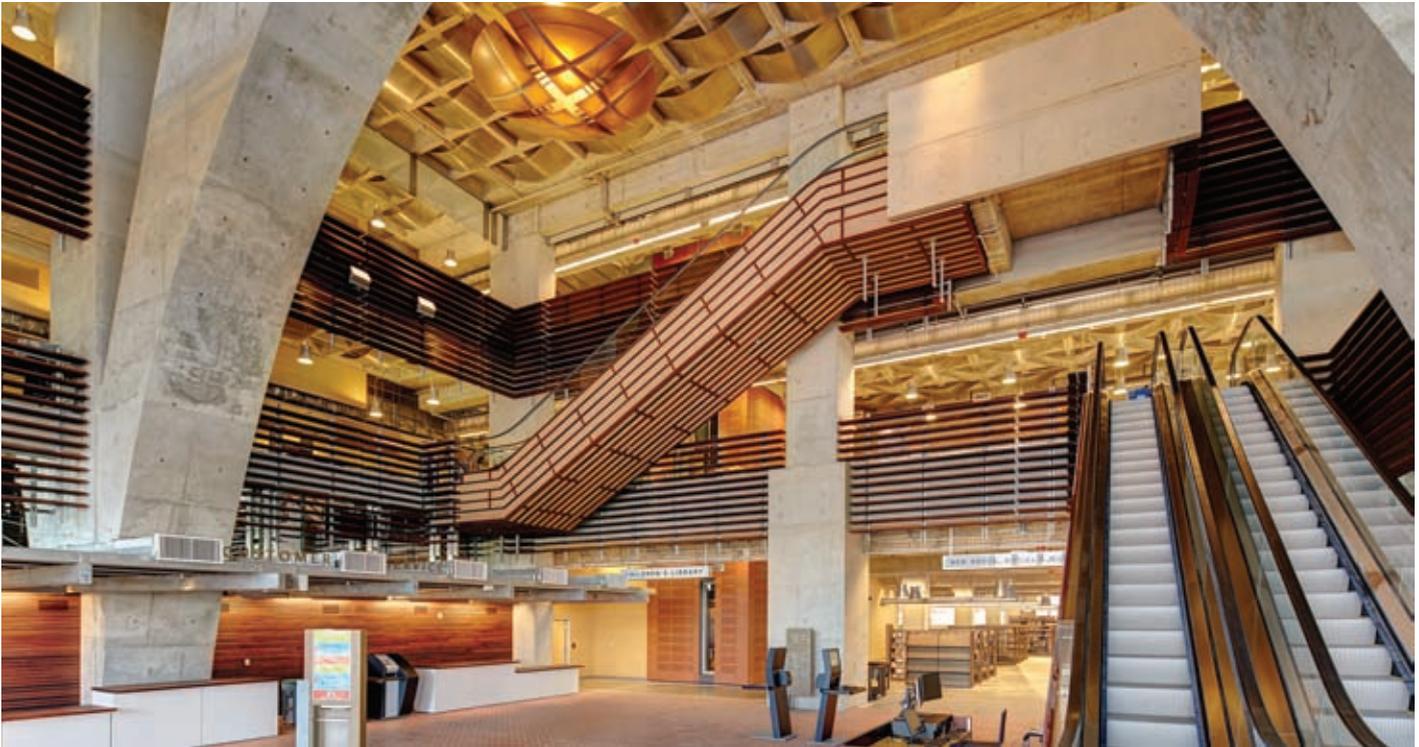
And a special congratulations to our own

Brendan Foote



Senior Vice President, Tax Credit Services. A generous and dynamic contributor to his clients, our team, and to the San Diego community, we are proud to call Brendan both a colleague and a friend.

Congratulations, Brendan!



Visitors entering the library will get this view of the ground floor.

From its breathtaking domed exterior to its spacious, art-decorated interior spaces, the new Central Library in Downtown San Diego is the city's newest civic icon. Designed by Rob Wellington Quigley and Tucker Sadler Architects, the \$184.9 million, nine story structure will be formally opened to the public on Sept. 29.

"This library is more than just a warehouse for books, it is that, but it's so much

more than that," said Quigley. "The modern library is really the common ground for all San Diegans. It's the one place where we're all equal and we can all go to. And it will have resources that aren't available anywhere else in the community," said Quigley.

When construction began (in 2010, after more than 35 years of planning), they had planned to have every desk in the library wired for Internet connectivity," added

Quigley in a nod to the digital age. "Now the building is just one big Wi-Fi hotspot."

The library will be replacing the old central library on E Street built in 1954 to serve a population of 466,000 San Diegans. The new library space will double in size to nearly 300,000 square feet. It will house 1.25 million items and more than 400 computers.

"We were asked to do a building that



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DOWNTOWN

looks to the future, but respects our past,” said Quigley. “And so when we asked San Diegans what do you mean by past, they said ‘well like the buildings in Balboa Park.’” He was part of the team that held community planning meetings looking for input. “The idea of the dome came from a series of workshops that we held in ’97. It was meant to tie back to Balboa Park and the buildings that are part of the history of San Diego and so we learned from those buildings... one was, studying the botanical garden building and so this dome is an outgrowth, inspired by that building.”

At the top of the building will be a three-story reading room. The dome will have eight “sails” with perforated panels to provide shading. The reading room is also a 64-foot cube identical to the lobby below. There will also be a 400-seat multipurpose room with a view of Downtown and the bay on the eighth floor.

One of the most exciting aspects of the library is the use of the sixth and seventh floors for the 76,000-square-foot charter high school, called e3 Civic High, which will be independent from the library with its own dedicated ground-level entrance and lobby, its own circulation system, its own elevators and stairwell.

“This library will change this community, will change this entire San Diego region, and, more than anything, will change the people that use it,” said Mel Katz, chair of the San Diego Library Foundation.



The architect, Rob Wellington Quigley.

New Central Library

LOCATION: 330 Park Blvd.
OPENING DATE: Sept. 28
COST: \$184.9 million
 (Funds from State Library, Centre City Development, San Diego Unified School District, private donors.)
ARCHITECTS: Rob Wellington Quigley and Tucker Sadler & Associates
CONSTRUCTION MANAGER: Turner Construction.
SPECIAL FEATURE: Downtown Charter High, a new, 76,000-square-foot charter high school for the unused sixth and seventh floors. School will be independent from the library with its own ground-level entrance and lobby, its own elevators and stairwell.

LIBRARY SPACE: 294,673 square feet, nine stories
SITE: 69,820 square feet
PARKING: 250 on-site spaces (plus 250 across the street)
COLLECTION SIZE (VOLUMES):
 Total: 1,250,598
 Children's: 71,965
PUBLIC COMPUTERS: 407
SPECIAL AREAS:
 Children's Area: 9,141 square feet
 Teen Area: 3,797 square feet
 Homework Area: 926 square feet
 Reading Seats: 1,200
MEETING SPACES:
 Auditorium: 326 seats
 Meeting Rooms: 6
 Study Rooms: 22
SPECIAL SERVICES:
 Literacy Services: 4,907 square feet
 Gallery/Exhibit: 3,010 square feet
 Event Space: 3,605 square feet



Study space.



The auditorium.



Children's reading room.

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The Legal Side of Commercial Real Estate

Opper & Varco helping to shape Downtown San Diego **By Sydnie Moore**

When a new project emerges in Downtown San Diego, there's a very good chance Opper & Varco LLP had a hand in it. According to Richard Opper, a partner with the Downtown law firm, his firm has "touched almost every new project in Downtown San Diego — representing either the city, the developers or property owners."

Opper's longtime partner, Suzanne Varco, concurs. "We are working on, and have worked on, many key San Diego developments, as well as urban projects throughout California," with a local workload including Downtown properties such as Strata, Diamond Terrace, Urbana, Alliance and Pinnacle.

The firm — known for its commercial real estate, environmental and land use practice — is celebrating its 10th anniversary this year, and over that time has played a key role in the ever-evolving landscape of urban San Diego.

With extensive experience in court and "on the ground," Opper & Varco handles the gamut of litigation related to real estate investing, development, design, building, and environmental consulting. The firm's partners specialize in redevelopment challenges and policy issues, environmental law, regulatory and transactional advice, and litigation services for cost recovery, CEQA and other environmental claims.

Representing both public and private clients, Opper & Varco is currently involved in many high-profile local projects, among them the Bayfront development master plan for Chula Vista, which will transform more than 550 acres of underused industrial bayfront property into a world-class residential and resort destination.

A graduate of UCLA School of Law, Opper caught the commercial real estate bug while working as executive director of the historic Old Sash Mill in Santa Cruz, a turn-of-the-century saw and sash mill he helped transform into a dynamic shopping hub.

He embarked on a legal career as a legal assistant in Guam, and eventually became attorney general of the U.S. territory. After moving back to San Diego in 1987, he delved into the rigors of environmental law. "I worked in a series of large corporate law firms with huge offices, which I eventually learned wasn't for me."

So he set his sights on working more independently. In 2003, Opper joined forces with current partners Suzanne Varco, a long-time environmental attorney who had run her own firm since 1996, and Linda Beresford, who had worked with Opper at McKenna & Cuneo.

The trio hit the ground running — laying the groundwork for one of San Diego's most iconic projects, Petco Park. "The city of San Diego contacted us about 10 years ago to do litigation related to environmental clean up in an abandoned Downtown warehouse district," Opper recalls. "It was a complex project involving a lot of litigation, strategizing with government agencies and coordinating clean up actions with the land acquisition," he says. "It was three dimensional chess, but we got it done successfully." The end result was not only Petco Park — home of the San Diego Padres — but a bustling new East Village neighborhood complete with hotels, retails, condos, restaurants and parking structures.

The firm's hard work on that landmark project resulted in a 2005 Phoenix award — a national award which honors those who solve environmental challenges facing once blighted areas — based on its positive impact on a previously neglected area of San Diego.

More recently, the firm lent its expertise to another Phoenix award-winning project, the Marina Gateway Hotel and Commercial project in National City, a new community hub which was once the site of unsightly auto salvage yards and slaughterhouses.

Varco, a USD School of Law graduate who specializes in real estate transactions involving environmental issues, agrees that her firm has played a pivotal role in Downtown urban renewal and notes that her firm's services are a core component of the commercial real estate development

process. Unfortunately, "historic urban areas are often contaminated. Any time you build on or redevelop these areas, you have to examine and deal with these issues."

Downtown San Diego, in particular, is a hotbed of environmental problems, since years ago there were no regulations related to dumping of chemicals, underground storage or trash disposal. As an example, she explains, "In the late 1800s there was no trash collection, people simply burned their trash, which over the years contaminated the soil with lead and other hazardous substances."

According to Varco, clients rely on her firm to help them navigate a myriad of time consuming hurdles related to commercial real estate transactions, among them grant funding, environmental litigation and appeals, insurance coverage and recovery, and many other complex regulatory concerns.



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We proudly salute all of the 40 Under 40 honorees, including our San Diego Area President, Ernesto Arredondo.

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NEW CAR REVIEW: The 2014 Ford Focus ST By Eric Peters

Back in 1987, my souped-up '78 V-8 Camaro almost got smoked by a four-cylinder Dodge Omni. Only it wasn't just an Omni.

It was an Omni GLH-S. The GLH-S was a souped-up version of the Omni — which was ordinarily a slow-motion econo-box. The idea was simple: Take an inexpensive small car, goose its engine with a turbocharger — and then go have some fun.

Same deal with the Ford Focus ST. Watch out for those letters — because if you see them, you're not dealing with a run-of-the-mill Focus economy compact.

What It Is

The Focus ST is the hot rod version of the Focus five-door hatchback wagon. It comes standard with a turbocharged version of the 2.0 liter engine used in the regular Focus — its output jump-started by almost 100 hp (to 252 from 160). In addition to the steroid-enhanced engine, the ST also comes with a six-speed manual transmission (vs. a five-speed in the regular Focus) a limited slip differential and numerous additional functional and aesthetic upgrades — including Recaro sport buckets, an accessory gauge package, upgraded brakes, body kit — and more.

The price is \$24,115 — slightly less than the MSRP of its main rival, the MazdaSpeed3 — which starts at \$24,200 — and about \$1,500 less than a Mini Cooper Countryman S four-door wagon,, which starts at \$25,600.

Other, less direct competition includes the also-pricier (and AWD) Subaru WRX - which starts at \$25,795.

What's New

Ford added the ST package to the Focus line this year (2013), so the 2014 receives only minor changes — including contrast-color red powder-coated brake calipers and a ce-

ramic gray eighteen-inch wheel package.

What's Good

Frankenstein unbound — the 2.0 turbo puts the power down through the front-wheels-only . . .and through a manual gearbox only. Much more than just a goosed engine stuffed into an economy car. Order the ST and you get a comprehensive package. Quicker than a Countryman S. More fuel-efficient than a Speed3. More subtle than a WRX. No foot-high wings or 747-size air scoops.

What's Not So Good

Three inches less backseat legroom than in the Speed3. Could be a lot quicker — if it were lighter. MyKey electronic big brother is creepy — and isn't optional.

Under The Hood

The heart of the ST is a forced-induction (turbocharged) 2.0 liter engine that's the same size as the 2.0 engine in the regular Focus, but makes 252 hp (and 270 ft.-lbs. of torque) vs. 160 hp (and 146 ft.-lbs. of torque). The engine also features overboost (21 PSI max) and an electronically controlled over-rev feature that lets the engine spin — briefly — all the way up to 6,800 RPM, 300 revs over the normal redline of 6,500 RPM. Inside, there are forged steel connecting rods to handle the stress. This wolverine of an engine is paired exclusively with a heavy-duty Getrag six-speed manual transmission. If you want an automatic, you want a different car. Also included is a performance-calibrated version of Ford's AdvanceTrac traction-stability control — which can be turned completely off, by the way — and a torque-vectoring system that applies braking force to the inner wheel during high-speed cornering to reduce the inherent understeering tendencies of a FWD-based layout. Performance is good —

zero to 60 in about 6.5 seconds.

On The Road

Ford is hornning in on a type of driving experience that, up to now, has largely been the fiefdom of that pint-sized berserker, the MazdaSpeed3. Unlike the controlled performance of the all-wheel-drive WRX, the Speed3s turbo feeds power through the front wheels, which break traction like a '69 SS 396 Chevelle fishtailing out of the high school parking lot. They skitter left-right as the tsunami of torque overcomes the ability of the tires to keep it all tied down. This loss of traction — and tire patches on the asphalt — may not be ideal if your object is the absolute best-possible timeslip. But, damn, it's fun.

And so — for the same reasons — is the ST. Like the Speed3, the power (and torque) translates into rotational motion through the front wheels — which means it's up to you and not a "sophisticated" AWD system to modulate throttle (and clutch) to keep those front tires from going up in smoke — balancing power against traction to get through the traps with the best ET. This takes some practice and skill, which (once acquired) leads to satisfaction. Add in the ST's overboost capability — up to 21 psi of boost for a few seconds under WOT (assuming you filled up the tank with premium, which the computer will recognize and adjust all engine parameters for a Maximum Effort) and you'll have your hands full. But, you'll be smiling the whole time.

At The Curb

One of the things I like about the Focus ST is that it lets its performance do the talking, as opposed to calling attention to its performance potential with huge wings and air scoops. There's no air scoop at all, in fact, and the air-foil on the rear liftgate is aesthetically unobtru-



sive. The ST was developed in keeping with the low profile/high impact philosophy of Ford's SVT (Special Vehicles Team), which is a smart philosophy if you plan to do more than cruise the parking lots on Friday nights. The front and rear clips are ST-specific, and there are other clues to the car's enhanced capabilities — most noticeably the twin 2.5 inch exhaust tips snugged together out back. But it's not a honey trap like the air-foiled/air-scooped WRX (and Speed3).

Inside, it's a different story. There, the ST upgrades are numerous and very obvious. Most notable among these are the optionally available (part of the ST2 package) driver and passenger Recaro sport seats with contrast color inserts and (in my car) bright red ST stitching. Add five-point harness and you're ready to race.

All trims come standard with a 160 MPH speedo (standard Foci get 150) plus a three-gauge accessory cluster — oil temperature, turbo boost and oil pressure — mounted on top of the dash and canted toward the driver. Also aluminum pedals and shifter ball and a full complement of electric power assist (windows, locks, cruise control), plus Sync voice activation and a six-speaker audio rig.

To this you can add the Recaros as well as a 10-speaker Sony stereo system, which comes packaged with an 8-inch touchscreen display and Ford's MyTouch electronic interface. Navigation (and seat heaters for the Recaros) can be ordered on top of this.

The Rest

The MyKey thing creeps me out. This technology could — and I suspect, will be — used against adults and not merely teenagers in the very near future. By insurance companies, for instance. You may have seen ads for in-car, real-time monitoring of your driving habits (e.g., Progressive insurance). MyKey makes this factory equipment. Not only does the system — when enabled — limit the car's speed, it records your speed. Each time you buzz the limiter, MyKey takes note — and this information can be downloaded and graphically displayed/read by parents. Unfortunately, government and

big corporations are rapidly assuming the role of parents to grown adults. From mandatory buckle-up laws to mandatory (or else) health insurance. You don't own you — someone else does. Your actions might affect the collective — and therefore, bear monitoring.

Right now, MyKey is limited to Ford vehicles. And - for the present - it can be turned off. But what happens when all new cars have a similar system? When it becomes possible — mandatory — for the insurance companies to insist you give them access to your real-time driving habits, so as to make sure you are driving "safely"?

The Bottom Line

This car hits all the marks. The hatchback wagon layout is good-looking as well as practical. The ST's a more comprehensive performance package than the Speed3. I also think it's more fun - and know for sure it costs less - than the WRX. It also mops the floor with the Countryman S. The performance potential of this car is probably tremendous, too. Ford hints at this pretty obviously in the special booklet that comes with the car. To wit: "SAE certified performance ratings are achieved with 19.5 PSI, but up to 21 PSI can be delivered to maximize power, depending on fuel quality and atmospheric conditions."

Eric Peters is the author of Automotive Atrocities" and "Road Hogs" and a former editorial writer/columnist for The Washington Times, a contributor to Cars.Com, The CarConnection.com and SD METRO.

Specifications:

- Base price:** \$24,115; as tested \$30,615 (w/18 inch Rado wheels, sunroof and ST3 package).
- Engine:** 2.0 liter turbocharged four cylinder, 252 hp
- Transmission:** Six speed manual
- Length:** 171.7 inches
- Width:** 71.8 inches
- Wheelbase:** 104.3 inches
- Curb weight:** 3,223 lbs.
- Luggage capacity:** 44.8 cubic feet)
- EPA fuel economy:** 23 city/32 hwy
- Assembled:** Wayne, Mich.



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We would like to congratulate Joe on his San Diego's Top 40 under 40 selection

Jones Lang LaSalle recognizes Joe Bernstein's continual service and dedication to the success of his clients. He sees every transaction as a chance to add real value and takes careful measure of every opportunity, scrutinizing a transaction from all angles so his clients can make the right decision.

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SD Metro is proud to present winners of our 40 Under 40 Awards for 2013, a group of men and women who represent some of the the best and brightest minds of San Diego County. A record 115 nominations were received, an indication of this region's reputation for attracting top talent.

The 2012 40 Under 40 Awards Luncheon will be held Sept. 26 at the Sheraton Hotel & Marina on Harbor Island, across from the airport. Registration is at 11:30 a.m. The luncheon and program lasts from noon to 1:30 p.m.

DOUGLAS ABTS

Douglas Abts, who is Bridgepoint Education's senior vice president of strategy and corporate development, has been instrumental in helping to shape the future of this innovative higher education company. He leads corporate strategic planning efforts, mergers and acquisition activities, learning product development and sales. Prior to joining Bridgepoint, Abts spent seven years at SAIC in San Diego where he was corporate vice president for mergers and acquisitions.



He closed transactions valued at more than \$500 million for SAIC. He is a Navy SEAL, served as a platoon commander and operations officer. He accomplished three successful overseas deployments and received several commendations and awards. He is a member of the board of directors of the San Diego Regional Chamber of Commerce, coaches youth soccer, is heavily involved with St. Gregory the Great Catholic Church and the Navy SEALs Special Warfare Family Foundation. He is a native San Diegan who holds a bachelor's degree from Stanford University and an MBA from Harvard University. At Stanford, he was the top graduate in his Navy ROTC program and president of Delta Tau Delta fraternity. He also is a member of the inaugural member of Cathedral Catholic High School's "Distinguished Dons" Hall of Fame.

HOLLY AMAYA

Holly Amaya is the sole in-house counsel for global inventory services provider WIS International, which employs more than 15,000 in 220 offices across eight countries. As the company's only attorney, Holly defends the company against litigation and administrative agency investigations and complaints, reviews all contracts and resolves transactional matters arising from inventory operations, IP developments and internal policies and overseas outside counsels.



Amaya's leadership in local professional organizations reflects her strong commitment n advancing the status of women in the law. She serves as a volunteer reader for Lawyers Club read-ins at Central Elementary School, the poorest per-capita school in the San Diego Unified School District. This summer, Amaya successfully represented an Eritrean national in removal proceedings before the United States Immigration Court. Her client had been subjected to torture by the Eritrean military. She has spearheaded the founding of Food From the Bar San Diego, a partnership between Feeding America and the San Diego legal community. Amaya has a bachelor of arts degree with distinction in journalism and English from Indiana University, a degree in American and British Literature from the University of Kent in Canterbury, England, and law degree from the Indiana University School of Law.

JOE ANDERSON

Joe Anderson is president of Pure Financial Advisors, a financial planning, investment advisement and financial services company. Pure Financial Advisors has \$740 million in client assets under management and it is estimated that it will reach \$1 billion in client assets by the first quarter of 2014. Pure has achieved this within its first five years in business. The company started in 2008 with no clients, negative revenue and no assets under management. Today, Pure is the second largest registered investment advisory (RIA) firm in San Diego and is ranked 216th out of over 15,000 RIA firms in the U.S. Anderson developed the entire sales and marketing process for Pure by creating a service model and process to retain 98.8 percent of its clients. As president, he is the firm's advance planner, directly responsible for the activities of the firm's 30 employees and 19 CFPs and CPAs, all of whom he personally hired and trained. He sits on the board of Home for Vets, a board member of the Society of Financial Service Professionals and teaches over 100 retirement classes a year at local colleges and community colleges. Anderson is a graduate of the University of Florida, is a certified financial planner professional and an accredited investment fiduciary. He has been a keynote speaker at the Scripps Health Retirement Symposiums and TD Ameritrade Symposium in both 2012 and 2013.



ERNESTO M. ARREDONDO JR.

Ernesto Arredondo is area president of Wells Fargo's San Diego Community Bank. He is responsible for \$4 billion in deposits, oversees a successful team of more than 600 employees and 41 banking locations. He works by the principal of "Inspect what you expect." Employees will do what you "inspect" not what you "expect." He is a member of the board of the San Diego Regional Chamber of Commerce and Father Joe's Villages. He is also a foundation trustee for UCSD. For the past two years, Arredondo and 20 of his Wells Fargo managers have taught financial education to 500 students at local public schools in partnership with Junior Achievement of San Diego. He has served as a judge and advocate for the San Diego Youth Entrepreneurship Program. It is a free program that is designed for high school seniors to learn how to turn their interest and hobbies into profitable business ventures. Arredondo and his Wells Fargo team also partner with the Mexican Consulate to provide financial education to approximately 300 people per month. The program, called "Ventana Financiera," provides important information about how to use credit responsibly and how to manage spending and learn the basics of banking services. He and his wife, Christina, are parents of two daughters, Mia, 9, and Emma, 6.



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Willis Allen Real Estate has been providing impeccable service to San Diego's finest communities since 1914. Our exclusive affiliation with groups such as Christie's International Real Estate and Luxury Portfolio International gives our clients exposure to the international marketplace.



TODD BENNETT

Todd Bennett is a principal at Barney & Barney, a San Diego-based insurance broker founded in 1909. As a leader in the firm's Employee Benefits division, Todd specializes in providing benefit solutions to key San Diego organizations. His mother is an underwriter, his father a broker, his grandfather owned an agency, his wife sells commercial insurance and most recently he recruited his brother to join the firm. Insurance truly runs in Bennett's blood. As one of the industry's leading experts on health care reform, he is a regular speaker at trade/industry associations and boards. Since 2009, Bennett has served on the Income Vision Council for the United Way of San Diego. He is also one of the original members of the Barney & Barney Foundation Grant Committee. To date, the foundation has awarded over \$600,000 in grants to nonprofit organizations. Bennett also is active in the San Diego business community through his role on the SME Connect Advisory Board. The advisory board helps to drive content, and develop programs and affinity products for small and medium-sized innovation companies in San Diego. Bennett joined Barney & Barney in 2006, became a partner in only six years and is of the firm's top producers. He is a graduate of the LEAD San Diego EM-BARK program.



JOE BERNSTEIN

Joe Bernstein is senior vice president of Jones Lang LaSalle and at 36, continues to be the youngest senior vice president in its San Diego office. It's a difficult title to earn as it is based on lease deal volume and value. His diversified client base includes companies from banking, legal, defense, insurance, engineering, life sciences, technology and nonprofits. In 2011, Bernstein was named one of Jones Lang LaSalle's nationwide Top Achievers. Some of his clients include USBank, InnovaSystems, Stewart Title, TY Lin International, Merrill Lynch and Hartford Insurance. For the past four years Bernstein has served on the foundation board at Walden Family Services, a nonprofit, foster family agency that helps place children with physical/mental handicaps, including those who were abused, neglected or have medical issues that make them difficult to place. Throughout his time on the foundation board, Bernstein has used his network of clients, friends and associates to educate the community about the mission of Walden Family Services.



SARAH BOOT

Sarah Boot was an assistant United States Attorney in the General Crimes Unit in San Diego before resigning to campaign for the District 2 San Diego City Council seat in the June 2014 primary. The seat is currently occupied by Kevin Faulconer, but will be vacant at that time. Faulconer is running for mayor in the Nov. 19 special election. In her position with the U.S. Attorney's Office, Boot successfully prosecuted a broad array of federal crimes, including bank robbery, sex trafficking of minors, narcotics trafficking and human trafficking. Boot successfully implemented proactive investigations resulting in the arrest and successful prosecution of criminals higher up the chain in a criminal organization than the street-level dealer or courier. Prior to joining the U.S. Attorney's office, Boot was part of a litigation team at Cooley LLP, which secured a large settlement on behalf of the Salk Institute in an intellectual property dispute. Before attending the University of Michigan Law School, Boot was the finance director for the campaign of a Washington, D.C., city council member and served as the regional field coordinator for a New Hampshire presidential primary campaign. She is currently president of the Lawyers Club of San Diego. She also serves on the advisory board of Run Women Run, a non-partisan organization dedicated to recruiting, training and supporting women to run for office.



JULIEN BRANDT

Three years ago, Julien Brandt took a leap of faith, as many entrepreneurs do, and started a company in the online marketing industry. Although the industry was characteristically unethical and unreliable in the minds of many business owners, Brandt sought to create a company that truly served as a resource for an underserved market in San Diego — small businesses. And so, Organik SEO was born. Organik has grown from a sole proprietorship to a team of eight in under three years. Organik has more than doubled its revenue year over year and what started as a one-man show has transformed into a thriving small business that manages monthly search engine optimization and social media campaigns for over 50 businesses in San Diego. Organik now has over 100 clients including website development and other online marketing services. Brandt is a member of the U.S. Green Chamber of Commerce, a member of Accelerator, an Entrepreneurs organization and the Rancho Santa Fe Business Round Table. He continually offers support to Give n' Go Project, an organization whose mission is to instill a sense of hope for abandoned kids.



MICHELLE BRUBAKER

Michelle Brubaker is a senior public information officer for UC San Diego Health System. She is responsible for a host of issues including media relations, public relations, social media, crisis communications, video production, brand development, blogging and web content writing. In 2012, Brubaker was nominated for an Emmy Award in the writing, short form category for the San Diego Beacon Community Project video. She is a volunteer and donor for the San Diego Humane Society and is currently working on a project to create a partnership between UC San Diego Health System, and the San Diego Humane Society. A married mother with a young son, Brubaker finds time to support the Susan G Komen three-day Breast Cancer Walk and has helped raise funds through the Lymphoma and Leukemia Society. She has also completed the San Francisco Nike Women's Marathon. As a TV news professional, Brubaker covered everything from wildfires to the Oscars. Early on in the development of YouTube.com, Brubaker was one of the early viral wedding video pioneers. Her wedding dance video went viral on YouTube and has now been viewed over 17 million times. She has done guest appearances on the "Today Show," "Inside Edition," the "Ellen Degeneres Show" and even the "Lily Allen Show" in London.



RYAN CALLAN

Under the leadership of Ryan Callan and his two brothers, Trevor and Tim, Callan Capital's ethics and investment guidance have earned the business and trust of some of San Diego's wealthiest families. After just six years, and deciding to leave jobs at Merrill Lynch, Ryan, Trevor and Tim have grown Callan Capital's assets in excess of \$400 million, placing the firm along the top wealth management companies in San Diego. As the chief operating officer of Callan Capital, Ryan handles firm-wide trading, compliance, technology and strategic planning. He also sits on Callan's investment committee. He has had a direct hand in reinvigorating the Kiwanis Club of San Diego, which distributes more than \$280,000 annually to charitable causes. Ryan has given of his time to Armed Services YMCA, Audubon Society, Boy Scouts of America, Boys to Men Mentoring Network, Equinox Center, Fisher House, International Relief teams, Old Town Academy, Rady Children's Hospital and Ronald McDonald Charities. The La Jolla Music Society has also benefited from Ryan's generosity of both time and money. Financial Advisor Magazine has named Callan Capital to the top RIA Rankings by total assets.




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CLIFFORD CHO

Clifford Cho is the market executive overseeing all of Bank of America services in San Diego with a focus on delivering comprehensive credit and treasury solutions to client companies with revenues ranging from \$5 million to \$50 million. The team which he manages at BofA has increased the bank's revenues by 24 percent year over year and is now recognized as the No. 1 SBA lender in San Diego County. Cho leads a team that supports and partners with San Diego businesses to help them grow and create critically needed jobs for the region. He possesses strong management, quantitative and research skills and is an excellent mentor to junior employees at the bank. Cho serves on the board of the San Diego Military Advisory Council, serves and leads a volunteer team at Fisher House, a charity that provides temporary housing and meals for military families who have a critically ill family member at Balboa Naval Hospital. He also serves with the Achilles Freedom Team of Wounded Warriors. He assists those wounded warriors who want to compete in athletic competitions such as the Rock & Roll Marathon. Cho is a graduate of UC San Diego and a 2011 graduate of LEAD San Diego.



MYRIAN SOLIS CORONEL

Myrian Solis Coronel is the national partnership manager for Recreational Equipment Inc. (REI). In her role, she identifies and builds partnerships which support REI's diversity and inclusion vision by reaching emerging customers in the areas of gender, race and age. Prior to joining REI, Coronel was employed at KPBS for seven years where she developed and implemented media and outreach campaigns. She is a board member for I Love A Clean San Diego, was recently appointed by the governor to the California Parks and Recreation Commission and is active in the Parks for Everyone initiative at the San Diego Foundation. She has given of her time and energy to MANA de San Diego, the San Diego Foundation's Environmental Working Group, a 2007 LEAD San Diego graduate and Los Aztecas at San Diego State. She is a graduate of San Diego State University.



JOHN FISKE

John Fiske is the senior trial attorney who leads the mass torts division at Gomez Iagmin Trial Attorneys, where he manages over 600 cases, including medical device and pharmaceutical drug lawsuits. In 2010, Fiske was on the trial team that obtained a \$10.8 million jury verdict against Pizza Hut. In 2010, he secured a \$13.5 million prove-up judgment for a client with brain and burn injuries. Fiske earned his law license at 23 and opened and owned his own law practice at 27. Now, at only 29, he leads the Gomez Iagmin mass torts division, which includes the NFL litigation. Recently, he organized and lead the well-publicized litigation against Costco and Townsend Farms for Hepatitis A food poisoning. Fiske regularly appears as a legal analyst on a number of San Diego television stations. He is president of the San Diego Brain Injury Foundation, a board member of UC San Diego's Bannister Family House and solutions-Exploring Success Post High School and a Redcoat on the San Diego Holiday Bowl Committee. He has been named a Top Influential, a Top Young Attorney and a Person to Watch. He is a graduate of California Western School of Law.



BRENDAN FOOTE

At the age of 23, Brendan Foote founded tax advisory firm Cal Tax Group in 2006 in both Los Angeles and San Diego. The company was acquired by Hughes Marino in 2011. Foote is also the youngest board member of the Downtown San Diego Partnership. He and his team have generated over \$50 million in tax savings for their more than 325 San Diego clients. He is the regional expert on Enterprise Zones and other tax incentive programs. Foote spends a great deal of time working with charitable organizations including Just In Time for Foster Youth and Toussaint Academy. He is also on the board of the San Diego World Trade Center and the East Village Association. Foote routinely makes trips to Sacramento to lobby for economic development programs that offer a boost to under-privileged communities. His clients include ACE Parking, Hard Rock Hotel, WD 40, Procopio and Searsucker. He is the youngest senior vice president at Hughes Marino.



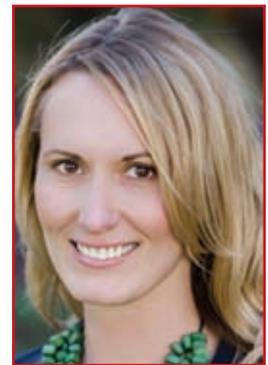
CATRYN FOWLER

Catryn Fowler emigrated to the United States 15 years ago from Estonia, not knowing a single person. She has achieved tremendous success in real estate. She started in residential sales at Santaluz Realty before moving on to Urban 180 as a vice president. She is now vice president for business development at Rancho Valencia, the Solvere Group. Acknowledged in the industry for outperforming the competition while maintaining the highest ethical standards, Catryn is an expert on trendsetting marketing and superior negotiating skills with a client-centered approach. Between May, 2009 and August 2010, she was instrumental in selling over 140 units totaling more than \$57 million in real estate. Her expertise includes overseeing the sales and marketing for underperforming developments, while providing strategic and tactical direction to developers and financial institutions looking to transition assets. She is licensed in both Oregon and California and leads the business development and account management for the New Homes Division of Urban 180 and the Solvere Group throughout the West Coast. She is fluent in five languages.



TRACEY NORDOST FREY

Tracey Nordost Frey is the marketing manager for Turner Construction Co., where she is responsible for strategic planning, multi-media marketing and branding. She leads the marketing team in proposal, brochure and presentation strategy and content and creates and manages advertisement campaigns and production. Frey's work on Turner pursuits has helped maintain the company's position as the No. 1 builder in national rankings. Her work has helped Turner win some of the most prominent and prestigious construction projects in San Diego, including the \$185 million San Diego New Central Library and the \$470 million Green Build Terminal 2 expansion project at San Diego Lindbergh International Airport. She is a recipient of a Turner Staff Award, a member of NAIOP San Diego, the Commercial Real Estate Women of San Diego and the San Diego Hotel-Motel Association. Frey has shared her expertise to benefit minority businesses in the construction industry. She also volunteers at Rady Children's Hospital working with children and families enduring illnesses. Frey is a founding committee member of Turner's Annual Charity Golf Tournament which annually raises \$50,000 for local charities.



RICK FULTZ

In the three years that Rick Fultz has lead the Biocom Purchasing Group, it has grown by more than 70 percent. The Biocom Purchasing Group provides member companies volume-based discounts with more than 35 carefully-vetted suppliers, resulting in nearly \$50 million in member savings annually. Before managing the purchasing group, Fultz led the profit and nonprofit sales and development efforts with similar success. He is the founder of the San Diego Kickball League, produces the annual Biocom Charity Golf Tournament, is an assistant high school basketball coach and has worked as an adult sports director at the Mission Valley YMCA. He has worked for the Senior Olympics as executive director, where he excelled in fundraising and increased the group's scope, athletic participation and public awareness. Fultz was the national sales manager at Innovative Lease Services before joining Biocom. He is a graduate of the University of Delaware where he was president of the Tau Kappa Epsilon Fraternity.



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KATE HARDMAN

Kate Hardman is an award-winning IABC-accredited business communications professional with 13 years experience in developing and implementing strategies that enable companies to inform, engage and motivate global audiences and targeted groups. For the past five years she has worked at Qualcomm Inc., where she is the internal communications lead for Qualcomm's services businesses and Qualcomm Europe. Over the course of her career, Hardman has managed a diverse range of strategic, change management, creative and editorial initiatives. She has been recognized with multiple awards, including two IABC Gold Quills. She has completed 11 half marathons, including two of San Diego's Triple Crown series. She is also ASA 101-certified in Basic Keelboat Sailing. Hardman is the new president of the San Diego chapter of the International Association of Business Communicators. She is a born leader and a polished speaker. She has won many awards and honors throughout her career. She is a graduate of the University of York in England.



OMAR LOPEZ

Omar Lopez is a clinical assistant professor in the University of Southern California's School of Social Work at USC's Academic Center in Rancho Bernardo. He is a classic example of how a poor, undocumented, non-English speaking teenager can succeed in the United States. His mother didn't have the means to raise him and his sister so she sent them to a government boarding school. At age 12, he crossed into the United States to live with his father. He began to get into trouble living in a poor neighborhood surrounded by drugs and gangs. His inability to speak English and lack of acculturation impaired his ability to connect with others. His resiliency drove him to succeed academically and in sports, playing varsity soccer (becoming the team's captain), cross-country (earning MVP award), and track (mile school record) in high school. Lopez received his bachelor's degree from UC San Diego with a double major in sociology and Spanish Literature, a Master of Social work from San Diego State and is on track to complete a doctorate of education from USC next year. He is active in efforts of social work binational collaboration with Mexico. Lopez has dedicated his professional and personal life to creating and promoting opportunities for children and families in the child welfare system. He has won a congressional award, "Angel in Adoption," for his dedication to the child welfare field.



AMBER MAUER

In 2011, Amber Mauer was recruited by the national award-winning architecture firm, The Miller Hull Partnership, to facilitate the opening of its San Diego office. Based in Seattle, the firm had a lot riding on the expansion, as it was the partnership's first and only branch office. The firm had been selected as the design architect for the San Ysidro Land Port of Entry, a \$400 million federally funded project designed to reduce wait times and increase security at the border. Mauer proved to be the perfect choice, evidenced by the fact that the local office is growing and taking on more significant projects, including the San Diego Community College District's Mesa Campus cafeteria, stockroom and bookstore; Chula Vista Nature Center; Port of San Diego On-Call Design Review, San Diego Zoo renovations, Kettenbeg Marina and Caltrans on-call contract. Mauer is active with the South County Economic Development Council, the Downtown San Diego Partnership, the Urban Land Institute and the Commercial Real Estate Women. Before joining Miller Hull, Mauer was the strategic development director of JMA Architects Inc., a firm specializing in multi-family housing and tribal gaming projects. She is a member of the Junior League of San Diego, the San Diego Police Department's SWAT Foundation and Tables for Tots benefiting Rady Children's Hospital.



DAVID MIER

David Mier is the coordinator of government and community affairs for UC San Diego Health Sciences. He is responsible for all legislative and and community relations at the local, state and federal levels in the private, public and government sectors on behalf of UC San Diego School of Medicine, Skaggs School of Pharmacy and UC San Diego Health System. David also manages UCSD's Health Sciences Health, Education and OResearch Empowerment (HERE) initiative. Additionally, David, who is fluent in Spanish, has successfully managed UC San Diego's Center for the Investigation of Health and Education Disparities (CIHED), a research unit designed to focus on promoting research for a new understanding of health and education disparities in the United States. Mier is a member of the South County Economic Development Council, the San Diego Border Area Health Education Center and the Parent Institute for Quality Education. He has served as a mentor for Spanish-speaking, at-risk Latino youth at Hoover High School and next year plans on mentoring student athletes who will be bused into La Jolla High School from disadvantaged communities. He is a graduate of California Polytechnic State University, Pomona.



ALEX MONTOYA

Alex Montoya is a triple prosthetics-wearer, having been born without two arms and a right leg who tells people, “you need to focus on what you have, not on you’re missing.” Montoya is the director of Latino affairs for the San Diego Padres. He was born in Columbia and with the help of Shriners International, his parents sent him to San Diego when he was 4, so he could live with an aunt and uncle while receiving the kind of medical care he could never get at home. Montoya learned English by watching baseball on television. He learned about advocacy as a student at Schweitzer Elementary School. At San Diego High School, Montoya was voted prom king and most likely to succeed. While a student at the University of Notre Dame, he played intramural soccer and carried a torch in the 1996 Olympic Torch Relay. He joined the Padres after a brief stint with the San Diego Hispanic Chamber of Commerce. Montoya has published two books, “Swinging for the Fences” and “The Finish Line.” He lives in San Diego and cares for his brother, Frankie, who has Down’s Syndrome.



DANIELLE MOORE

Danielle Moore is a partner at Fisher & Phillips, a national labor and employment firm. Her successful law practice includes representing and counseling employers in all aspects of labor and employment law, including employment discrimination, wrongful termination, workplace harassment, retaliation, unfair competition and class action wage-hour lawsuits. She recently obtained a complete defense verdict after a four-week trial, defending a corporation and its board of directors. She recently resolved a complicated wage-hour class action involving over 2,000 employees and saving the company over \$4 million. Moore teaches an employment law course at San Diego State and has guest lectured at Long Beach State. She started her career working on a U.S. Senate Judiciary Committee for Sen. Charles Grassley, R-Iowa. She is actively involved with the Lawyers Club of San Diego, which is the bar association with nearly 1,200 members who share the goal of advancing the status of women in law and society. She is president of the North County chapter of the Lawyers Club. She is also actively involved with the San Diego Chamber of Commerce, a mentor with Women for Women and the Society for Human Resources Management. Moore has her law degree from George Washington University and her bachelor’s degree from the University of Southern California.



YUKON PALMER

Yukon Palmer is the founder of FieldLogix, the provider of the 1st Green GPS Field Management Solution in the United States. He started the company in 2002 with a \$3,500 investment based on a business plan written in San Diego State’s MBA program. He has since grown the company’s revenues to millions of dollars with a customer base throughout the country. FieldLogix was named one of San Diego’s Most Admired Companies in 2011 by SD METRO Magazine as well as one of the magazine’s Metro Movers of 2010. He has been involved with Connect’s CEO Roundtable, a mentor for the Lavin Entrepreneurship program at SDSU, a member of the Clean Cities Coalition, a member of CommNexus’ Machine-to-Machine Special Interest Group and has spoken at entrepreneurship programs at SDSU and has hosted visits by international students from Hong Kong University and Ohio State University.



KIM REED PERELL

Kim Reed Perell is president and chief executive officer of Adconion Direct, a multi-channel digital distribution platform spanning display, video, mobile, email and social media. She was previously chief executive officer and founder of Frontline Direct, a leading performance marketing company which she self-founded and grew to over \$100 million in annual revenues. Frontline Direct was acquired in 2008 by Adconion Media Group. Today, Adconion Direct has over 600 employees in 14 countries, and partners with 77 of the top 100 brand agencies. Prior to founding Frontline Direct, Perell was responsible for Internet marketing and sales at Xdrive Technologies, which was later acquired by AOL. Adconion Direct has partnered with the Ronald McDonald House, Special Olympics, San Dieguito River Valley Conservancy, Feeding America, Milestone House, Goodwill, New Life Headstart and Father Joe’s Villages. This year, employees from nine countries gathered in San Diego to participate in San Diego Habitat for Humanity’s first Building for the Brave project, the program that provides affordable homeownership to disabled veterans and their families. Adconion Direct has been named as one of San Diego’s Most Trusted Brands by SD METRO Magazine and as one of 20 Women Who Rock in San Diego by the magazine. Kim is a graduate of Pepperdine University.



CHRISTOPHER PLACENCIA

Christopher Placencia is founder and owner of Jason Paul Marketing LLC, as well as founder of Wordpress 2 Success, the Dapper Press, LockBox Code and 400 Media Group. While attending Cal State San Marcos, Placencia showed his entrepreneurial skills placing in the top three of its quick pitch competition. While in school, he decided to venture off and start his own company. He named it Jason Paul Marketing after his friend, who died from leukemia at the age of 15. Placencia's skills range from online web design, internet marketing, company branding and public relations. Currently, he is working on three additional startup companies — City Restaurant Websites, 400 Media Group and Home Views. He is a member of Red Bird Foundation's board of directors, SDAR Young Professionals Network board member and Make A Wish Foundation. Placencia holds a bachelor of science degree from Cal State San Marcos and won the university's Quick Pitch Competition Award in 2012.



SEAN PUCKETT

Sean Puckett is a first vice president at Regents bank, who started his banking career at age 25 and within two years was an assistant vice president. Due to his hard work, knowledge and leadership skills, he became a vice president at age 29. Puckett partners with companies to scale and build their enterprise value using his consultative banking approach. He is know to many in the San Diego business community as a hard worker who helps others succeed. He helped grow the Strategic Trusted Advisors Roundtable (STAR) and is a member of its board of directors. Puckett also volunteers his time for the Laurels for Leadership Foundation, which recognizes excellence in student leadership. He's also an avid surfer. Last year, he participated in the Boys to Men Mentoring Network's "100 Wave Challenge." He caught 101 waves in six hours and raised \$5,000 for the organization. Puckett is a member of the corporate board of directors for the San Diego County YMCA. He is a graduate of the University of San Diego.



HEATHER S. RILEY

Heather Riley is senior counsel in Allen Matkins' San Diego office, where her practice involves a variety of land use and environmental matters, with a particular emphasis on writ litigation. She has defended numerous private clients and public entities in land use and environmental actions in both state and federal courts. Riley is on the board of directors of the San Diego County Bar Association. She has received the bar association Stars Award, recognizing more than 50 hours of community service. In addition to her successful legal career, Riley dedicates time to Rachel's Women's Center, a local nonprofit that provides food, shelter and support to homeless and underserved women in San Diego. She also is a member of Run Women Run, an organization which supports, trains and mentors pro-choice women in elected or appointed political positions in San Diego. She received her B.A. magna com laude and Phi Beta Kappa from the State University of New York and received her law degree cum laude from Albany Law School of Union University.



ERIC ROCKWELL

Eric is president and CIO for centrexIt and is the outsourced CIO for over 60 companies in San Diego, including the USS Midway, Balboa Nephrology Medical Group and Psychiatric Centers in San Diego. Rockwell creates technology road maps for companies which are then able to align them with their business plans. This has changed technology into a tool that is working for them and acting as a business driver rather than as a traditional expense. Rockwell is a member of the John Brockington Institute, and together with Balboa Nephrology Group, has helped changed the outcome for families with lower means by donating technology resources and devices they couldn't otherwise afford. centrexIT has also donated over 500 recycled computer parts over the past year. Rockwell designed and oversaw all of the technology for the 2012 "Battle of the Midway" NCAA basketball game; successfully migrated over 100,000 paper medical records to electronic health records at several large medical groups. centrexIT has won a number of prestigious business awards including Cisco Small Business Security Award, Microsoft Cloud and Virtualization competency Award, N-Able Innovator of the Year Award and the HTG Innovator Award.



PUJA SACHDEV

Puja Sachdev is a family law specialist whose practice includes dissolutions, child custody, child and spousal support, property division and temporary and permanent restraining orders. She is a certified specialist in family law by the California Board of Legal Specialization. She started her business career as a research analyst at Franklin Templeton Investments in San Marcos. She is a graduate of the University of Nevada, holds an M.B.A. degree from San Diego State University and her law degree from the Thomas Jefferson School of Law. Her master's degree from SDSU focused on financial and tax planning. SD METRO Magazine has honored her as a Best Lawyer, she has been a staff writer for the Millionaire Girls Movement, has volunteered for the Lawyer Program Volunteer and participated in the Susan G. Komen 3-Day Breast Cancer Walk. Sachdev is a member of the Lawyers Club of San Diego, the North American South Asia Bar Association and the National Asian Pacific American Bar Association.



CHERYL SHIELDS

Cheryl Shields is a volunteer without equal. She is the founder and organizer of a very special organization called a "Night to Remember," which integrates students with special needs (like Down's Syndrome, cerebral palsy and autism) and who are referred to as the "Honored Guests" with able-bodied students from area high schools (who are referred to as the "Host"). Realizing that families with special needs children often have heavy financial obligations, Shields' efforts ensure that everything for the Honored Guests is provided free of charge: tuxedos, formal dresses, jewelry, flowers, hair style and makeup, limos and a gift bag. More than 300 area high school students attended the first "Night to Remember," which Shields organized and planned. By the third year, 800 students from 66 different high schools in Southern California attended. Shields is the proud mom of 10-year old triplets — Caroline, Zach and Hannah. She dedicates her time to a group of high school kids who are often overlooked. She doesn't work for a paycheck or a promotion. She doesn't write books or make speeches. She lives it. Shields has also served as a PTA president, acted as a Little League team mom and volunteered through community theater. She won the 2012 Channel 10 News Leadership Award.



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RYAN SHORTILL

Ryan Shortill is the CEO and founder of Positive Adventures LLC, a program in which people of all ages and backgrounds can explore healthy outlets, increase self-awareness and connect with others. The programs at Positive Adventures teach people how to develop hard skills such as kayaking, climbing and backpacking. But they also teach the fundamental importance of group cohesiveness and leadership. Shortill built Positive Adventures on volunteerism and social entrepreneurship. A New Hampshire native, he launched Positive Adventures with no money in the bank and not knowing a single soul in San Diego. He quickly rose to the occasion to divert his attention and energy in giving back to the community when he himself had nothing. Staying true to this commitment was non-negotiable. He turned advice and comments from friends telling him to “get a job” by volunteering more. Shortill has volunteered at over 25 nonprofits in San Diego and Positive Adventures had contributed to many, such as Challenged Athletes Foundation, the Monarch School and Scripps Cancer Center.



SOPHIE A. SILVESTRI

Sophie Silvestri is director of operations for the San Diego Port Tenants Association, a nonprofit that collectively represents and promotes the businesses that lease land along the tidelands of the San Diego Unified Port District. Business along the tidelands range from industrial tenants to marine recreation tenants. Silvestri is the key interface for the port tenants and acts as the liaison between the port businesses and government. She is responsible for membership, marketing, strategic planning and executing special events. She is an active member and administrator of the San Diego Working Waterfront Group. Silvestri also sits as an alternate on the board of the San Diego Business Leadership Alliance. She is the recipient of San Diego Coastkeeper’s 2013 Coastal Champion Find & Fix Award for her work on Operation Clean Sweep. Last year, under her leadership, Operation Clean Sweep volunteers cleared 48,000 pounds of waste and debris out of San Diego Bay, its watershed and shoreline. She is on the board of the World Trade Institute and is a graduate of San Diego State University.



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KIMBERLY SIMMS

Kimberly Simms is an attorney who focuses on the emerging legal issues related to medical marijuana. She is also very involved in local politics, serving as an officer of the San Diego County Democratic Party. Simms started her own law practice immediately after graduating from the Thomas Jefferson School of Law in 2008. In her law practice, she has fought relentlessly for patients’ rights, negotiated with government officials to craft reasonable and effective regulations that allow for safe access, litigated complex land use and zoning cases and handled criminal defense matters. She is recognized as an expert in the emerging area of law dealing with medical marijuana. Simms has taught courses and seminars and has advised businesses on how to comply with the ever-changing legal and regulatory requirements. She has committed more than 50 pro bono legal services as a volunteer attorney for the California Innocence Project, a program to releasing wrongfully convicted inmates. She is a member of the Young Professionals Council, a diverse group of young gay and lesbian professionals and allies dedicated to the preservation and future growth of the San Diego LGBT Community Center.



SUSAN STEELE

As a senior manager at Deloitte Tax LLP, Susan Steele is responsible for serving clients primarily in the real estate industry, as well as high net worth individuals. In her role, she works at advising her clients on tax planning considerations while specializing in REITs, real estate owners, operators and investors, private equity, tax deferred exchanges and involuntary conversions and family office consultation. She is involved in Deloitte's Women Initiatives (WIN) and is passionate about helping other women reach their potential while balancing family and other interests. Steele is very active with facilitating learning and development programs for many Deloitte professionals. She has taught tax technical courses throughout the United States and abroad. Steele is on the board of Junior Achievement of San Diego and Imperial Counties and is a member of CREW's (Commercial Real Estate Women) board of directors. On an annual basis she teaches business ethics at Kearny High School where the students explore ethical dilemma decision making and the importance of ethics in the workplace and our community.



GENEVIEVE A. SUZUKI

Genevieve Suzuki is executive editor of the three Mission Publishing Group newspapers — Mission Times Courier, La Mesa Courier and Mission Valley News, which have a combined circulation of 70,000. As executive editor, she oversees the newspapers' editorial departments, managing writers, assigning stories and reaching out to the different communities. She is an active member of the Grantville-Allied Gardens Kiwanis Club and serves as secretary of the San Diego Japanese American Citizens League. She serves on the Journalism Advisory Committee for Mesa College. She has won several awards for her writing from the San Diego Press Club, including first place for General News and second place for both the Travel and Dining categories. Suzuki's children's book, "The Original Poi Carts on O'ahu," was on Hawaii's bestseller list for several months before Suzuki



moved from Honolulu to San Diego. In addition to being a journalist, she is a family law attorney who believes in offering affordable representation to client struggling with family law issues. She has received the Wiley W. Manuel Award for her pro bono work with the San Diego Volunteer Lawyers Program. Suzuki is a graduate of the California Western School of Law.



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BRITTANY APPLESTEIN SYZ

Brittany Syz is the vice president of operations and general counsel at Oberon Fuels Inc., a clean energy company that makes dimethyl ether, a clean burning alternative to diesel. She manages contract negotiations, government affairs and all of the legal matters for Oberon Fuels. She assists in the strategic decision-making at Oberon Fuels, preparing to go online with its first plant. Prior to joining Oberon Fuels, she was an associate at Solomon Minton Cardinal Doyle & Smith LLP, a boutique transactional law firm providing real estate, corporate and business legal services. From 2006 to 2009, Syz was an associate at Morrison & Foerster LLP in San Francisco. She has worked on many pro bono matters in both San Francisco and San Diego, including the acquisition and development of low-income senior citizen housing, the disposition and transfer of assets of a food bank, and leasing matters for several nonprofits. Syz is involved with the ACLU's Lawyer's Campaign, a member of Run Women Run and was selected to be one of 20 fellows of the New Leaders Council. She is a member of the board of the Harvard Club and is a member of the Mayor's Livable Streets Coalition Advisory.



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CHRISTOPHER WARD

Christopher Ward is the chief of staff for state Sen. Marty Block. He directs both the Capitol and district offices for Block, managing a complex and dynamic legislative office, communications operations, constituent service programs and special projects. He has worked on a number of local political campaigns in a variety of roles. Ward has served as a key adviser to candidates for mayor, district attorney, city attorney, state Assembly, city council and Superior Court judge. He is a member of the Uptown Planning Board and is an active member in the LGBT community. He is a contributing volunteer to the LGBT Center, Equality California and I Love A Clean San Diego. Ward is a member of the American Institute of Certified Planners. While attending Johns Hopkins University, he was awarded the Provost's Top Research Award for his work on Huntington's Disease. He holds a master's degree in public policy and urban planning from the Kennedy School of Government at Harvard University.



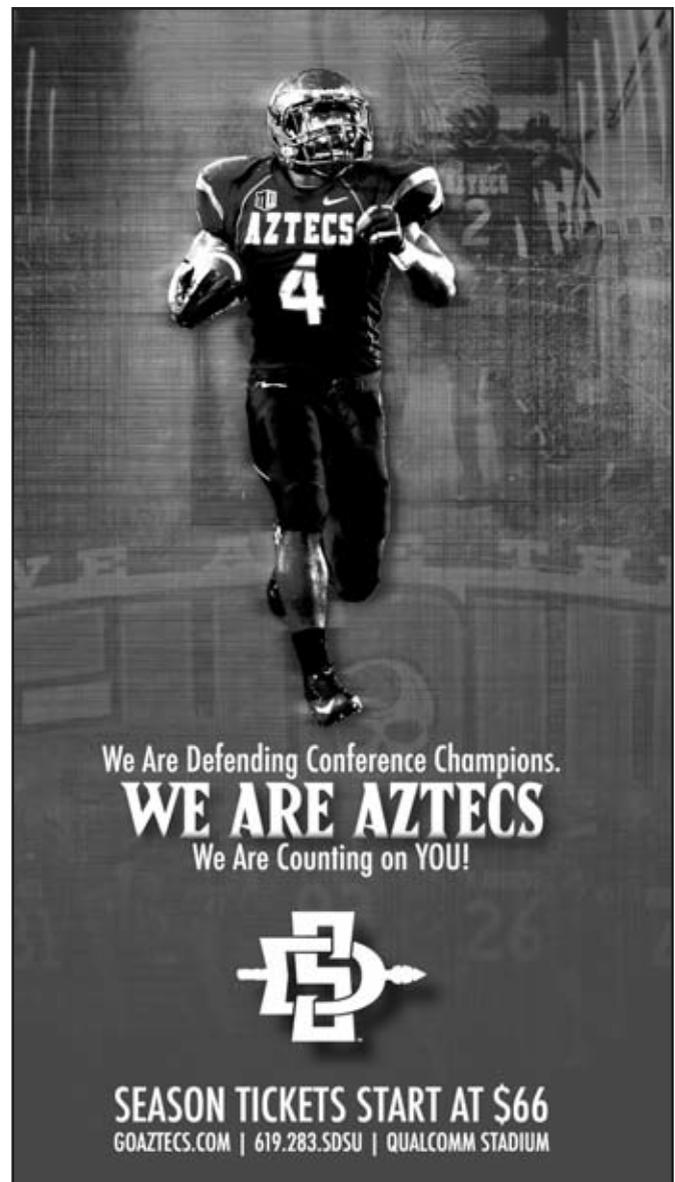
CHRISTOPHER YANOV

Christopher Yanov is founder and president of Reality Changers. He is fast becoming known as one of San Diego's new civic power brokers, and has raised and awarded over \$1 million in scholarships to inner-city students before turning 30. He earned four college degrees in five years. He graduated in 2-1/2 years from UC San Diego with a bachelor of art degree in political science and Spanish literature. Yanov completed two master's degree programs at the University of San Diego with degrees in peace and justice and international relations. Before starting Reality Changers, he worked with gang members for five years and now the program's 700-plus students have earned approximately \$45 million in scholarships from all sources. He collaborated with former Mexican President Vicente Fox on deterring young people from joining drug cartels. He is also finishing a book, "Ending Gang Violence One Kid at a Time."



BILL YATES

Bill Yates is vice president for marketing and sales for San Diego-based Great Call Inc.. Since joining Great Call in 2007, he has been the driving force behind the company's marketing vision, successfully transitioning the venture capital-funded startup to one of the nation's most highly regarded wireless health and safety services companies. In six years, Yates has established multiple brands, brought Great Call's products to more than 6,000 retail outlets across the country, including Walmart, Best Buy, Sears and others, achieved 50 percent national unaided brand awareness for the company's flagship product — the Jitterbug cell phone — within the first two years, and built a team of more than 130 marketing and sales professionals from within the greater San Diego area. Yates donates his time to the Solana Beach Foundation for Learning. He is a member of the Solana Beach-based Pill Box to raise funds for Solana Beach schools. He holds his MBA from Wilfrid Laurier University in Waterloo, Ontario, Canada.



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Don't Be Afraid of Family Businesses

By Star Hughes

Fights. Families torn apart over money. Shop talk at the dinner table. Tension. These can all be found in one extreme of the typical family business – but it's definitely not the case in all. Family businesses have typically had a bad reputation – but my story, and countless others, prove that they can be much stronger – and even much more stable – than traditional businesses.

So the question is, what makes some family businesses so much stronger than others? What sets them apart?

In my experience, it is the same as what sets successful individuals apart from the rest of the pack. It takes a shared passion, where all parties are equally involved and entrenched in the business. It takes honesty, integrity, and complete transparency. It takes trust. And it takes an unparalleled work ethic.

At Hughes Marino, four of our five family members work together as a team. My dad is president and CEO. My mom is COO. My brother and I are brokers. Of course, my youngest brother (still in high school) has no interest in real estate whatsoever — but that can change! As a whole, we are 30 people strong — there just happens to be a corner in the office completely occupied by Hugheses. I have been asked for years if I like working with my family...and the truth is that I love it. There is so much trust and love in our office — and I have those who have my best interests at heart (and are the best teachers I can imagine) training me. We have two married couples in the office, a set of twins, several parents and their children, and my family and I. It's one big happy family — and so far it's worked flawlessly.

It didn't become flawless — and definitely wouldn't have stayed flawless — if we didn't make a few ground rules for working as a family.

Overcommunicate

Communication is the key to everything, especially in situations where your emotions and relationships are on the line. There is a lot at stake in working with your family, and it's easy to take things personally. At Hughes Marino, we encourage everyone to overcommunicate; if there is ever a question or a doubt, ask. Talking about it won't hurt anything. It eliminates the possibility of letting an issue fester, or worse yet doing something that could potentially harm the team.

We also consistently ask each other, "What can I do to best support you?" We're lucky at Hughes Marino in that quarterly, my parents invite a motivational speaker and coach to our office to teach us how to more effectively communicate (both written and verbal),

how to more effectively work as a team, how to incorporate balance into our lives, etc. One of our firm's coaches, Mike Robbins (a coach for Google, and countless other greatly admired companies), proposed the importance of this short, sweet, but incredibly important question. If we are constantly asking one another what we can do better to support them, we are much more aware of each other's wants and needs. And knowing this, we can work infinitely stronger as a team.

Keep Work Talk at Work

One area that I struggled with when I first joined the family business was downtime. It did not exist. Our family loves work — and as a result, we love to talk about it. There were times when we would wake up and talk about deals over breakfast... then work all day...then come home and talk shop over dinner...then move to the couch to "watch" Maria Bartiromo while talking more about work. It's no surprise that I woke up dozens of times each night in a panic to check emails and write down to-dos to remember in the morning. Finally, after dozing off again, I would dream about work. I realized how important it is to turn off work mode and relax; it's healthy to have downtime.

Trust Each Other, and Let Others Be Accountable, Delegate

One of the reasons that I believe family businesses can be even more stable than traditional businesses, when executed right, is trust. We know each other better than anyone — we know each other's expectations and preferences, from the big picture values to the minutia such as favorite fonts and colors. We're able to execute to each other's preferences without having to ask the tough questions.

According to the Engagement Survey Best Practices by The Gallup Organization, team members that "have a best friend at work" are more likely to be engaged, happy, and productive at work. I'm just lucky that they happen to be my family, too.



Star Hughes is a director at Hughes Marino, a Southern California commercial real estate company specializing in tenant representation and building purchases. A licensed real estate broker, Star is a key member of Hughes Marino's Downtown brokerage team, working directly with clients to address their commercial real estate needs.



TOM HAM'S LIGHTHOUSE

Come for the view, stay for the food

By David Rottenberg

Can you see the light...at the end of the island? Harbor Island lies adjacent to the airport, just across Harbor Drive. Enter onto the island, turn right at the intersection and you'll shortly reach Tom Ham's Lighthouse, a fully functioning and still operating facility to guide ships. But – surprise – it is more than just a lighthouse. It is a fully functioning restaurant with perhaps the best view of the Downtown skyline and Coronado Bridge. Come for the view. Stay for the food! Tom Ham's first opened in 1971 and has been a local landmark since. For more than 40 years it has served generations of residents and visitors. It has been the site of many weddings, celebrations and corporate events. High standards for cuisine and service have always been maintained under the direction of the Baumann family. Unfortunately, Tom Ham passed away but his daughter and son-in-law, Susie and Larry Baumann, continued to operate it and its "sister" restaurant, Bali Hai, which is located at the opposite end of Harbor Island. The restaurant is now managed by a third generation. Grant and Andy, the Baumann children are now in charge. Tom Ham's Lighthouse recently completed a great renovation and expanded its wed-

ding services. The exterior of the building's classic lines were retained but a new view patio was added, a large deck with clear glass walls that seem to disappear against the background of the sea. Sitting there to watch the sunset and the glow of Downtown lights is simply magical. The restaurant is on the second floor of the building. The ground floor holds several large meeting rooms for private parties and corporate events. A new wedding center was established on the side of the building to provide a beautifully scenic focal point — gorgeous bay views — from which to launch married life. It would be hard to find a nicer setting. One may walk up a winding staircase to the restaurant level or take a nearby elevator. The restaurant itself is a large open area, ringed with booths and filled with tables where happy diners may also watch the views through large glass windows. A large bar area is located at one side of the room. A small private dining room for small groups is found near the bar area. In addition to the physical renovation, the restaurant appointed a new executive chef, Lance Repp, to preside over food preparation. Repp trained in Ohio through an

American Culinary Federation apprenticeship program. After coming to California, Repp worked alongside restaurant consultant and two-star Michelin Chef Jason McCleod to rework the extensive menu of the Mediterranean Room at La Valencia Hotel. He has also served as the executive sous chef of La Valencia Hotel Auberge Resorts, where he helped manage the kitchens of three restaurants and oversaw menu planning. His work at La Valencia Hotel landed him into the San Diego Chef Hall of Fame in 2009 and 2012. He has been the executive sous chef of the Rancho Valencia Resort and Spa and the chef de cuisine at Fairbanks Ranch Country Club. Repp focuses on fresh seafood, echoing the nautical themes of the restaurant and has created many tasty and innovative recipes to please his guests. His menus include Mediterranean-style seafood dishes with contemporary twists. Iced shellfish platters are one way to begin the meal. Clams, mussels, crab and more are available in several platter sizes, depending on how many are in your party. Other starters include Calamari, Roast Corn and Shrimp Soup and a very popular Pomegranate Glazed Pork Belly with fontina polenta.

CONTINUED ON PAGE 38

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SD METRO Magazine thanks its Sponsors for the 14th Annual 40 Under 40 Awards luncheon.



RESTAURANT REVIEW

CONTINUED FROM PAGE 36.

The Pork Belly is a delightfully presented large square of meat, darkened on top with the savory glaze and very tender. It can be



Chef Lance Wall

cut with a fork and is full of flavor. The polenta beneath blends well with the meat's sauce and is very creamy.

Entrees include two exotic dishes — Paella, a Spanish dish made famous in Valencia, with rice,

chorizo, chicken, shrimp and more. The second is Lobster Bouillabaisse, a French dish made famous in Marseilles, is a stew-like amalgam of clams, mussel, scallops, and more in a saffron broth.

The well prepared Scallops dish came with mushroom, turnip and heirloom carrots.

The Jidori Chicken is accompanied by a tasty wild mushroom risotto. The New York

steak, dry aged, is served with fava beans, whole corn and cauliflower gratin.

Chef Repp blends vegetables into many of his dishes, satisfying appetites with healthful combinations. His presentations are simple. Plates are not unnecessarily adorned. But the proof is in the eating.

For dessert, be sure to try the Mango Cheesecake. It is delicious. Or, ask for Elvis's Favorite Sandwich in a glass, combining peanut butter, bacon, banana pudding and chocolate shavings. Elvis loved it.

Want a terrific evening? Come to Tom Ham's for the view, enjoy the food and go for a long walk during the cool evening along the waterside promenade.

Prices are moderate to high but the view is priceless. The restaurant is open for lunch and dinner daily and brunch on Sunday. Reservations are suggested. Lots of free parking is available on the adjoining lot. Tom Ham's Lighthouse is located at 2150 Harbor Island Drive. Call (619) 291-9110 for directions and information.



Mango Cheesecake



Pork Belly



The Baumann family, from left: Tommy, Susie, Grant, Larry and Andy.

NOMINATIONS ARE OPEN FOR MOST ADMIRER COMPANIES

SD METRO is soliciting nominations for 2013's Most Admired Companies in San Diego County. Send us your nomination of a company you believe demonstrates the highest level of honesty, integrity, business practices and service to its industry and community. Nominations may be emailed to Rebeca Page at rebecapage@sandiegometro.com or Bob Page at bobpage@sandiegometro.com. The deadline is October 15th.

Our Most Admired Companies report will be published in November.

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The New Children's Museum introduces...

feast



The *art* of playing
with your *food*



join us for two extremely stylish, inspiring and adventurous evenings of food, art, fun and philanthropy. The New Children's Museum celebrates the launch of its latest exhibition with two fundraising benefits: *Feasting in Versailles* on Thursday October 10th and *Feasting in Wonderland* on Saturday October 12th. Co-chaired by Michelle M. Alexander and Yolanda S. Walther-Meade, these one-of-a-kind events feature renowned local and regional chefs amidst the contemporary art in *Feast*. For information and to purchase tickets, visit thinkplaycreate.org/feast.

the new
children's
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