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#### 2018 | ISSUE 8 Volume XXXIII

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### Presenting the 19th Annual 40 Under 40 Awards 2018

Our winners are as accomplished and talented as Brianna Pilkinton, a department manager for Burns & McDonnell, who also is a professional dancer who performs and choreographs regularly in the community See Page 16



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#### **Driving the NextGen Movement**

Forward-thinking industries are investing in the next generation of leaders. The NextGen movement is gaining momentum in the legal sector as experienced attorneys work to ensure their up-and-coming counterparts receive proper training and gain the experience necessary to grow their careers.



Chairman | CEO Robert Page BobPage@sandiegometro.com

Publisher

Rebeca Page RebecaPage@sandiegometro.com

**Managing Editor** 

Manny Cruz Manny@sandiegometro.com

**Graphic Designer** 

Christopher Baker cbaker@sandiegometro.com

#### Photography/Illustration

J. Jepson S. Mulqueen Nazeen Rydhan-Foster Zenbikerider

#### **Contributing Writers**

Julie Cart Jeff Cavignac Matt Levin Zach Millrood

#### **Advertising**

SALES & MARKETING DIRECTOR Rebeca Page

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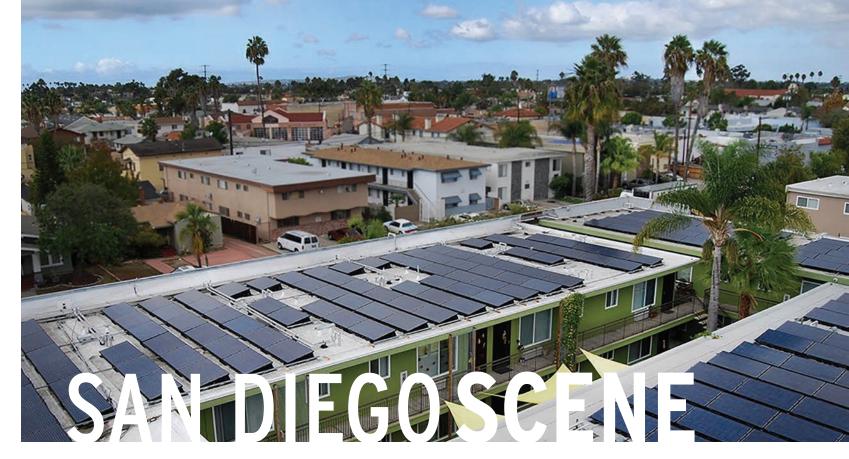
P.O. BOX 3679 RANCHO SANTA FE, CA 92067 858.461.4484 FAX: 858.759.5755

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A solar photovoltaic system atop the 34-unit multifamily affordable housing Townspeople Apartments in San Diego provides 88 percent of its production to tenants. (Photo courtesy Center for Sustainable Energy)

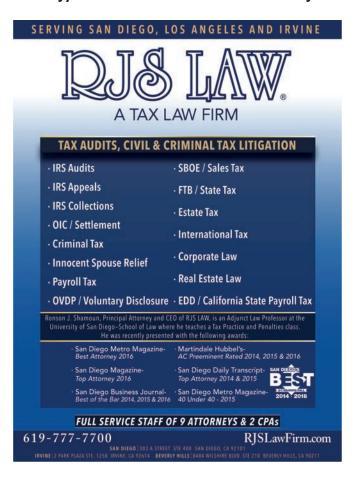
#### Partners chosen to ensure equitable access to solar energy for California affordable housing

A team of leading clean energy and affordable housing organizations in California will run the state's new Solar on Multifamily Affordable Housing (SOMAH) program. The California Public Utilities Commission initiative will provide up to \$100 million annually for 10 years to fund solar energy installations on multifamily housing serving low-income and disadvantaged communities throughout the state, with a goal to help reduce energy bills for residents.

The SOMAH program administrator team includes the Center for Sustainable Energy based in San Diego, Association for Energy Affordability and GRID Alternatives, with implementation assistance from the California Housing Partnership Corporation, Rising Sun Energy Center and California Environmental Justice Alliance, among others.

"The idea behind SOMAH is to ensure equal access to solar energy for all California households, regardless of income levels," said Benjamin Airth, a senior specialist in distributed energy resources at the Center for Sustainable Energy. "Low-income renters pay a higher percentage of their income on utility bills, and improving access to solar means lower bills, better housing security and a cleaner, healthier environment for all Californians."

The SOMAH program was created by California Assembly Bill 693 to help California meet its climate goals, reduce energy bills for low-income residents and ensure that clean energy infrastructure isn't just for the wealthy. The largest investment of its kind in the nation, it provides up to \$1 billion over the next decade from five of the state's investor-owned utilities' greenhouse gas cap-and-trade auction proceeds to fully subsidize 300 megawatts of solar photovoltaic (PV) panels on affordable multifamily properties throughout the state by 2030.



#### Gov. Brown signs landmark bail reform legislation



Signing SB 10. Left to right: Assembly Speaker Anthony Rendon, Senate President pro Tempore Toni Atkins, Gov. Jerry Brown, Sen. Robert Hertzberg, Chief Justice Tani Cantil-Sakauye and Assemblyman Rob Bonta. (Photo courtesy of the Governor's Office)

California will become the first state in the U.S. to end monetary bail for those awaiting trial after Gov. Jerry Brown signed landmark legislation to reform the bail system. Senate Bill 10, which goes into effect on Oct. 1, 2019, was approved by the state Legislature before being sent to the governor.

"Today, California reforms its bail system so that rich and poor alike are treated fairly," Brown said in a news release announce the signing.

The legislation eliminates money-based bail as an option for someone to be released from jail awaiting trial. Instead, counties will follow a pretrial risk assessment of a person before releasing them.

"Wealth is not the measure of any woman or man. By eliminating cash bail, we are saying that those with the least ability to pay should not be released or incarcerated solely on the basis of their wealth or poverty. SB 10 is only one leg of the long journey toward perfecting our justice system, but it is an important one," Assembly Speaker Anthony Rendon said in a news release.

The bill faced sharp criticism from the bail bond industry and the ACLU. Critics have said the bill would cost the state hundreds of millions of dollars to establish, would increase the number of people in jail and would also give more power to judges. The California Police Officers Association had come out against the bill before switching their stance to neutral.

#### Harrah's Resort unveils statue symbolic of Rincon Band of Luiseño Indians

In collaboration with the Rincon Band of Luiseño Indians, Harrah's Resort Southern California unveiled its newest art installation, an eight-foot bronze statue of a female basket weaver standing outside the resort's lobby. Designed by artist Doug Hyde and named the "Milky Way Woman," the figure is symbolic of the tribe's ancestors and is a tribute to various aspects of the Tribe's rich history.

"We are honored to share our history and culture with Harrah's Resort SoCal visitors through this beautiful art piece," said Bo Mazzetti, chairman of the Rincon Band ofLuiseño Indians. "This bronze statue is representative of who we are as the Rincon people. This image also embodies the essence of the Milky Way which symbolizes our ancestors looking over us."

The "Milky Way Woman" statue is the first of six art installations to be introduced over the next five years as part of the resort's investment in the arts and commitment to showcasing Native American artwork in particular. Harrah's Resort SoCal will dedicate more than \$600,000 to the initiative, which honors the resort's longstanding relationship with the Rincon Band.



The 'Milky Way Woman' statue created by artist Doug Hyde.

#### Amazon expands San Diego Tech Hub Plans to create 300 high-tech jobs





Entrance and reception and kitchen of Amazon's new San Diego office. (Photo by John Cameron/Amazon, courtesy of Amazon)

Amazon on Wednesday announced an expansion of its San Diego Tech Hub and plans to create 300 new high tech jobs in fields including software development, machine learning, cloud computing, and digital entertainment.

To accommodate the job creation, Amazon has opened a new 85,000-square-foot office in Alexandria Real Estate Equities Inc.'s Campus Pointe in the University Town Center neighborhood of San Diego. This expansion will allow the company to more than double its tech workforce in the area. Together with its customer fulfillment facilities, Amazon has created more than 39,000 jobs in California and since 2011 invested over \$19 billion in the state, including infrastructure and compensation to its employees.

"Amazon is excited to create more tech jobs in San Diego — a city with terrific talent and a culture of innovation," said Nate Wiger, general manager of Amazon's new San Diego office. "We look forward to more than doubling our investment in the area, and hiring local talent to fill exciting roles across Amazon. Thank you to all our partners across the city and the state for helping us create these new jobs, and contributing to the already vibrant innovation economy in San Diego."

Amazon's San Diego Tech Hub is one of 17 Tech Hubs outside of Seattle that employ over 17,500 people across North America who invent and build new products and services for Amazon customers. The teams in San Diego develop software systems that power AmazonFresh, Prime Now, Amazon Web Services (AWS), supply chain tech, and prevent fraud and abuse on Amazon. San Diego-based engineers and scientists recently played a key role in the launch of Whole Foods Market pickup and delivery

via Prime Now, Alexa features for grocery shopping, and data-driven and machine learning innovations to further protect Amazon customers. Additionally, the Amazon Game Studios team located in San Diego is in the process of creating a new game world that will harness AWS's cloud computing services and Twitch to connect players worldwide.



# HOW AMAZON ENDED UP IN SAN DIEGO



#### The development of this tech hub was sparked by an Amazonian's six-pager

#### By Day One Staff

A new Amazon office is nestled into San Diego's Golden Triangle neighborhood, which is home to a budding tech sector, and within shouting distance of both the Pacific Ocean and the University of California San Diego main campus.

Soon, hundreds of engineers and scientists will join the more than 200 Amazonians currently working in the company's San Diego Tech Hub. Inside the modern, glass and steel structure holding Amazon's new office, they'll work on Amazon's machine learning and data science capabilities. And they'll add even more brainpower to software teams who are integrating Whole Foods and Amazon even more closely. These teams have already played a key role in developing the code behind in-store pick up, where Prime members can order food online, or through Alexa, and pick it up at a convenient Whole Foods store.

As the San Diego teams - which also

include Amazon Web Services (AWS) and Amazon Game Studios – continue to grow, they join their colleagues to make up 17 technology hubs outside Amazon's Seattle headquarters. Spread out across North America, these hubs house more than 17,500 Amazonians working on new global products and services for Amazon customers.

But, two short years ago, the idea for an office in San Diego existed solely on the pages of Nate Wiger's "six-pager," the peculiar internal memo that all big ideas at Amazon must go through before getting the green light.

Wiger is now the General Manager of Amazon's San Diego office. But in the spring of 2016, he was a senior manager at Amazon Web Services working at the Irvine office. Looking around at the tech talent clustering near UC San Diego and nearby University of California Irvine, he saw an opportunity for Amazon to attract talent that, like him, didn't want to stray too far from home.

"I went to the University of San Diego

and I've lived here for the past 25 years. Ever since graduating from college I knew I needed to do everything in my power to stay here," said Wiger, who, until recently, telecommuted to Amazon's Irvine office, which is about an hour's drive from San Diego.

Wiger's manager encouraged him to look into the feasibility of opening a San Diego office. The more data Wiger discovered, the more convinced he became that a new tech hub made good business sense.

So, he started to draft his proposal the same way nearly every iconic Amazon business began, including Prime Now and AWS – as a six-pager. To Amazonians, the six-pager is an institution that's revered but, like final exams, requires a lot of preparation to be done right. Its role is to sharpen proposals by forcing Amazonians to concisely explain their plan, and to thoroughly think through everything they put down on paper.

When Wiger put pen to paper, his plan came to life.

"The more data I pulled, the more obvious it was that San Diego was being overlooked," Wiger recalled.

"UC San Diego's computer science program is ranked number eleven in the world. There's a lower cost of living here than many cities in California. After looking at all the geo-location data, it seemed we'd be missing out if we didn't open an office here."

Wiger spent two to three weeks head down, collating data, comparing San Diego with other similar locations, and writing up his six page memo. When it was done, he and his boss flew to Seattle. In an ordinary conference room, they sat down with some of Amazon's most senior leaders to review the proposal. For about half an hour, people just read, which is standard practice when discussing a six-pager. And then, the questions came.

"The funny thing was, people who weren't as familiar with San Diego were a little skeptical at first. They kind of thought of it as a beach town with fish tacos," Wiger said, laughing at the memory.

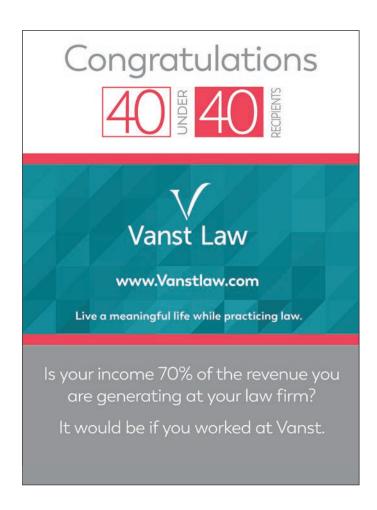
Wiger and his boss talked about San Diego's huge biotech and defense tech sectors. They acknowledge that, while it's a sleeper story to much of the country, people in the region know of San Diego's reputation as a top-notch technology hub.

Most important to the senior executives, Wiger recalls, was his six-pager's data points. Once they saw those, San Diego's Tech Hub became a reality.

"The idea of writing a six-page document that directly leads to opening another office – that's amazing," Wiger said. "There's no other company on the planet that would do that."



Employees in the lounge of the San Diego office. (Photo by John Cameron)





#### More Work at Home than Take Transit, Transit Retreats into Niche Markets

#### By Wendell Cox

The new American Community Survey data indicates at least two significant narratives with respect to work access trends (commuting and working at home). One is transit work is becoming even more concentrated in only six of the nation's 20,000 municipalities, the six transit legacy cities. The second is that working at home has passed transit in access to jobs, it now trails only driving alone and car pools.

#### Concentration of Transit Commuting Destinations

The new data shows that the extreme concentration of transit work trip destinations in the six "transit legacy cities" continues to intensify. The transit legacy cities are the municipalities of New York, Chicago, Philadelphia, San Francisco, Boston and Washington. These municipalities are not to be confused with the larger metropolitan areas. These municipalities represent from about 10% to 40% of the population in their respective metropolitan areas.

In 2017, 57.5% of transit work trip destinations were within the city limits of the six municipalities. Large core cities, notably the older legacy cities, usually have many more jobs than resident workers, and many of them work in the downtowns. For example, in 2017 more than 1.5 million people had jobs in the city of Chicago, while the number of people living in Chicago with jobs was about 200,000 less, according to ACS.

The concentration of commuting destinations in the transit legacy cities was nearly 10 times that of their employment share — 6.1% of the national total. Within these municipalities, the transit destinations is even more concentrated in the six largest concentrated employment centers, all downtowns or central business districts that are housed in the transit legacy cities. Their transit destination market shares range from nearly 45% to more than 75%, well above the nationwide average of five percent. The average outside

these six municipalities is a paltry 2.3%.

The concentration is also indicated by comparing the share of transit commuting in 2010 and increase since that time. The city of New York, which by itself represents 37% of transit commuting destinations cornered 45% of the transit commuting increase since 2010. The other five legacy cities accounted for 21% in 2017, while capturing 31% of the growth. The balance of the nation falls far short, with 43% of transit destinations, while attracting only 25 percent of the increase since 2010. While there have been recent, pervasive declines in transit use around the United States, transit is still increasing its work trip ridership to legacy city destinations, principally their downtowns. This is not surprising, since each of the downtowns developed its present form before the auto became the dominant mode of transport.

Overall, the transit legacy cities have experienced a seven percent increase in transit destination market share from 2010, when they had 53.8% of the transit work trip destinations.

#### **Working at Home Overtakes Transit**

It has been predicted for some time that working at home would exceed transit commuting, as I did in a 2010 column on 2009 ACS data. It finally happened in 2017. Now, working at home leads transit in work access in 43 of the nation's 53 major metropolitan areas. The 10 in which transit leads working at home includes those with six transit legacy cities, Baltimore, Buffalo, Pittsburgh, and Seattle.

Many fast growing areas, many with strong tech economies, dominate the list. This year, Raleigh leads the nation in work access from home, with a 9.1% share. Austin and Denver are at 8.7% and 8.5% respectively. Portland is fourth, at 7.7%, while Tampa–St. Petersburg ranks fifth at 7.4%.

Among the top ten work at home metropolitan areas, all but two have at least nearly twice as great work access from home as by transit. San Francisco is the only metropolitan area with a transit legacy city in the top ten in working at

home, ranked 9th.

#### Conclusion

As Americans look to reduce travel times and energy use, it is clear other options — such as home based work make a far more fertile target than the oftrepeated, and largely failed, attempt to get people on transit. American travel is being radically reshaped by new communications technology, including ride hailing services and, in the future, autonomous vehicles. Transit has an important role to play in getting commuters in and out of the largest downtowns, but cannot compete with the car even in the closer in suburbs. It is time for urban transportation policy to leave the 19th century behind. At the same time, working at home, which requires no subsidies, is likely to continue to increase not because of government preferences, but rather because the market is increasingly demanding it.

#### Trends Likely to Continue

These two trends that are well underway seem likely to continue. Transit is likely to see its dominance concentrate in just a few downtown areas and stagnate outside, from the suburbs just miles away to the rest of the nation. At the same time, working at home, which requires no subsidies, is likely to continue to increase not because of any government programs, but rather because that's a better solution for millions of workers, and even employers.

Wendell Cox is principal of Demographia, an international public policy and demographics firm. He is a Senior Fellow of the Center for Opportunity Urbanism (US), Senior Fellow for Housing Affordability and Municipal Policy for the Frontier Centre for Public Policy (Canada), and a member of the Board of Advisors of the Center for Demographics and Policy at Chapman University (California). He is co-author of the "Demographia International Housing Affordability Survey" and author of "Demographia World Urban Areas."



# CONGRATULATIONS TO ROSIE COOPER

Executive Vice President and Regional Development Partner, JPI One of SD METRO'S "Best and Brightest 40 Under 40"





The entire JPI team could not be prouder of Rosie's accomplishments, earning her a leadership position not only throughout our company, but within the San Diego community. Hats off to Rosie for this achievement, and to SD METRO for recognizing the professional accomplishments of deserving professionals.

#### A TRADITION OF THE BEST AND BRIGHTEST

Rosie exemplifies JPI's standard of creating a team of the best people in our industry. As a graduate of the United States Air Force Academy with degrees in Civil and Environmental Engineering, Rosie served our country proudly and went on to earn advanced degrees in Constructing Engineering and Real Estate Development from the University of Southern California before joining the private sector as a real estate professional.

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JPI stands as one of the most active privately held real estate companies in America. For over 27 years, we've been committed to both the development and investment management of Class A multifamily assets.



# Wine Festival Grows as Number of Wineries in County Increase

# Industry brings roughly \$30.4 million annually to the region

#### By Jeannie Sprague-Bentley

The San Diego County Vintners Association recently held their annual wine tasting to showcase the local wineries of San Diego County.

The 23rd annual Wine & Food Festival, held at the Bernardo Winery, featured a sampling of the more than 100 wineries located within the county.

"Our annual festival gives the San Diego County wine community a chance to showcase the award- winning wines being produced throughout our region," says Izaac Villalobos, past president of the San Diego County Vintners Association and general manager of Fallbrook Winery.

The SDCVA is a organization that supports and recognizes winemaking in San Diego county and the "potential to become the next celebrated wine region."

"For the association, it is the one fundraiser a year," says Ed Embly, current president of the SDCVA. Embly says the money is used to bring more awareness to the wine region.

According to organizers, the event has been growing steadily every year, reflecting the growth of wineries in the county.

"One reason for the rise in the number of wineries in the region," adds Villalobos, "is a change in the permitting process." This change, and amendment in 2016, has allowed the number of wineries in the county to double since 2010.

As a result, the industry brings roughly \$30.4 million to the county according to the most recent economic impact report commissioned by the SDCVA.



SAN DIEGO COUNTY, WHERE CALIFORNIA WINE BEGAN

Vince Vasquez, a wine industry analyst and author of the report, says most wineries in the county have been established within the last three years. The wholesale, limited, boutique and small winery classifications all fall within Escondido Valley, Ramona Valley and San Diego County.

"And all of the wineries and tasting rooms have different permitting requirements," Vasquez says.

One particular winery on the rise is the urban winery.

An urban winery, says Eric Van Drunen, president of San Diego Urban Wineries, does not have any vineyards on site. This allows the urban wineries to source grapes locally, or from anywhere in the world. A nationwide trend, the winery is usually found in urban or industrial settings.

Many are comparing the recent explosion of urban wineries to the craft brewery movement.

Although both are generally considered smaller operations, Drunen, who owns the urban winery Charlie & Echo, says that the term "craft wines," and "handcrafted wines," is different in that it has more to do with the "owner knowingly and lovingly being involved in the production process."

"The wines are handcrafted in the sense we touch everything along the way," agrees Villalobos, who says that most wineries in the county make less than 2,500 cases of wine per year and that allows for more "hands-on" winemaking and a more intimate experience for visitors to the winery.

"We are a thriving business community of boutique wineries," says Embly.

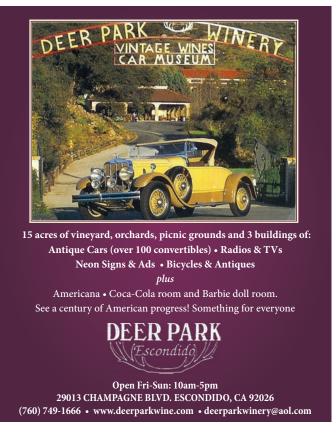
Visitors to the wineries are increasing as well.

Susanne Sapier, owner of the Vineyard Grant James, who handles marketing for the Ramona Valley Vintners Association says she has noticed an increase in visitors in the last few years and is helping the association work to keep up with the growth.

Although still way below the number of wineries in larger regions such as Napa, Sonoma and the Central Coast, the increase in the number of wineries in the region is helping to put San Diego County on the map as a tourist destination for wine tasting.

And the annual Food & Wine Festival will continue to grow alongside the wineries.





# **Driving the NextGen Movement**

#### By Andrea Papagianis-Camacho

Forward-thinking industries are investing in the next generation of leaders.

The NextGen movement is gaining momentum in the legal sector as experienced attorneys work to ensure their up-and-coming counterparts receive proper training and gain the meaningful experiences necessary to grow their careers.

The industry faces unique challenges in grooming its NextGen leaders, however. As litigation becomes more expensive, and fewer cases go to trial, junior lawyers are seeing fewer stand-up court opportunities.

In an effort to promote mentoring, diversify the profession and level the playing field for all attorneys, the global patent and intellectual property firm Fish & Richardson, in collaboration with ChIPs, an organization committed to advancing women at the intersection of law, technology and regulatory policy, and the Federal Circuit Bar Association, created nextgenlawyers.com.

The site is a resource of news, articles, seminars and judicial orders to guide law firms and judges who want to provide courtroom experience to junior attorneys.

With a push from the bench and bar to provide green attorneys with stand-up trial experience, and a firm-wide commitment to the industry's future, San Diego-based Fish associate Nicole Williams got her shot.

U.S. Patent 5,370,389 ('389) was her ace. Filed in 1994, in its most basic form, the '389 patent covered the start-to-finish progression of playing point-scoring games at a driving range. Included were simple driving range plans with target greens placed throughout at various distances and locations from the teeing area. The patent expired in 2012.

Four years later, the '389 patent was at the heart of an infringement dispute involving Topgolf International, Inc.

Topgolf pioneered a technology to make golf more fun and engaging. Through the



Fish & Richardson associate Nicole Williams.

experience of play, food and beverage and music, Topgolf brings people of all ages and skill levels — even non-golfers — together for playful competition in point-scoring golf games using microchipped balls that instantly score themselves, showing players the accuracy and distance of their shots on a TV screen in their hitting bay.

The Dallas-headquartered company whose signature multi-level, golf entertainment and event complexes have taken the nation by storm, turned to Fish & Richardson after a Florida-based investor and patent owner asserted the '389 patent in federal court in Florida against some of the targets found on Topgolf courses.

Then-fourth-year associate Williams was tasked with day-to-day management of the case.

Topgolf sought a motion to dismiss for the claim filed in Florida but was denied.

The Fish team (comprised of Southern California principals Bill Hunter and Craig Countryman along with Steven McCracken, Dorothy Whelan and Williams) determined that their strategy should ask a more central question: Should the patent have been issued in the first place?

Topgolf filed a petition for inter partes review of the '389 patent to answer that question.

As the issue made its way through the

United States Patent and Trademark Office's Patent Trial and Appeal Board, Williams' role expanded to handle tasks typically managed by more senior attorneys. She and Countryman split the workload, with Countryman handling the written petition for inter partes review and Williams taking on the expert declaration, expert depositions and stand-up oral proceedings before the PTAB to review the patentability of the claims.

"Having had that experience myself, I know how important it is," Countryman, a principal of the firm whose practice centers on complex legal analysis and writing, said. "Knowing that, I wanted to give Nikki (Williams) the opportunity to get her chance on this case — to give her the same opportunities that partners at the firm gave me as a junior lawyer."

Understanding the importance of investing in the next generation of the law, Topgolf agreed. The decision turned out to

be the right one.

Travelling to Columbus and Phoenix, Williams handled all the offensive and defensive expert depositions and obtained admissions from the patent owner's lineup of expert witnesses that proved to be instrumental. At the PTAB hearing, which mirrors trial proceedings in a federal court, Williams assumed the role of first chair. Williams had just two weeks' notice to prepare for what would be her first lead role at a PTAB oral hearing. She went on to deliver a focused presentation flawlessly.

"They (the client) had never seen me in action before," Williams said. "The district court case was stayed very early on and they hadn't seen my work. They really had to trust in the quality of the firm to allow this. A lot of this takes advocating from the principals themselves. That, and a trusting, working relationship with the client."

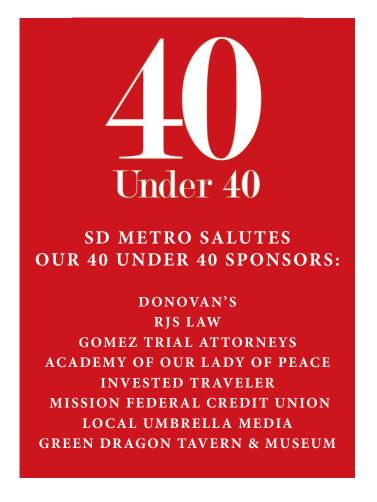
In the end, the Fish team was on target. The result was an 82-page PTAB opinion issued in June siding completely with Topgolf.

The patent owner's claims were deemed unpatentable because they were rendered obvious by previous inventions. Therefore, the earlier district court action was mooted as the claims it was based upon no longer existed. It hasn't happened yet, but the decision could still be appealed. If it is, Williams is ready.

Williams' position isn't all that unique at Fish.

"I have seen sixth-year associates running the day-to-day on cases," she said. "There is always your first. You don't jump in on a case as an associate being able to run a case. It is something you've seen someone do. I am not by any means an anomaly. The firm's mentoring and hands-on training is so good that clients trust — and trust for good reason — associates to do substantive and very hands-on work."





# INTRODUCING THE 19TH ANNUAL

# Lander 40

CLASS OF 2018

40 Under 40, San Diego's premiere event honoring 40 of the brightest and best men and women in the city, will be held Thursday, Oct. 4, at the Sheraton Hotel & Marina.

Sponsored and hosted by SD METRO Magazine, 40 Under 40 began in 1999, making this its 19th consecutive year. Over that period of time 760 of San Diego's most outstanding young people have been honored.

40 Under 40 is a fun, fast-paced luncheon where each honoree is featured in an audio visual presentation. 40 Under 40 presents its sponsors with a wonderful opportunity to introduce themselves to an impressive group of young leaders. This year's sponsors include Donovan's Steak & Chop restaurants, Local Umbrella Media, Gomez Trial Attorneys, Mission Federal Credit Union, the Academy of Our Lady of Peace, Invested Travelers, Green Dragon Tavern and Museum, and RJS Law.



#### DAVID AMAYA

David Amaya is a partner in the San Diego office of national labor and employment firm Fisher Phillips and has devoted his entire legal career to representing employers. Amaya's practice focuses on the representation of employers in the health care and hospitality industries in both union and non-union settings. He also represents clients in a wide range of other sectors, from retail to transportation to education. He has defeated class certification efforts on several occasions. In 2015, Amaya was second chair on a trial team that obtained a complete defense verdict for a company against whom more than \$20 million in damages were sought.



#### RICHARD BAILEY

Richard Bailey was elected to the Coronado City Council when he was 26, and was elected mayor of the city at age 30 — the youngest mayor ever to serve in the city. He sits on the board of directors of SANDAG, the San Diego Association of Governments, and has mounted a campaign calling for a suicide barrier on the San Diego-Coronado Bridge. Bailey also is working with lawmakers in Washington, D.C. to find solutions to the Tijuana sewage problems, and to raise awareness of human trafficking in the San Diego region.



#### MARISSA BEJARANO

Marissa Bejarano, a deputy district attorney for San Diego County, has been a prosecutor for over a decade. From 2006 to 2013, she served as a Deputy Attorney General in the Criminal, Appeals & Writs section of the California Attorney General's Office, handling over 100 direct appeals and argued over a hundred times in the Court of Appeal. Currently, Bejarano is serving as one of the vice chairs on the San Diego County Commission on the Status of Women and Girls.



#### BEN BOYCE

Ben Boyce is vice president of Southwest Strategies, San Diego's largest public affairs and political consulting firm, where he plays a leading role in the outcome of many of the most important issues facing the city. He was a key architect of a coalition that helped secure unanimous passage of the city of San Diego's and the county of San Diego's landmark Climate Action Plans. Boyce was a founding board member of CalDesal, the state's leading advocacy organization for converting ocean water into drinking water and a key supporter of the Carlsbad Desalination Project that now meets 10 percent of the region's water needs.



#### MICHAEL BRENNAN

Michael Brennan, principal landscape architect at Carson Douglas Landscape Architecture, has been a consistent advocate for sustainable mobility options for San Diegans. He was instrumental in crafting a new mobility policy for the Uptown Planners community plan update, which resulted in the city's installation of new bike infrastructure for University Avenue in Hillcrest. A principal and partner of Carson Douglas since its founding in 2014, Brennan has a number of awards, including the Orchid award for the Sofia Lofts development in 2015. Brennan is the San Diego chapter president of the American Society of Landscape Architects (ASLA).



#### LAUREN PASSERO BROOKES

Lauren Passero Brookes has done what not many restaurateurs have done — opened and run three successive and successful restaurants in San Diego. It began over nine years ago with the opening of the Kensington Cafe. Then came The Haven Pizzeria, which Brookes and a business partner opened in 2013, followed by the Del Sur Mexican Cantina in 2016. She studied advertising and accounting and all the tools needed to run a successful business. The three restaurants help support the San Diego community through participation in neighborhood events such as the Dollar-A-Dish fundraiser, which sends proceeds to the San Diego Food Bank.



#### ERIN KENNEDY CLANCY

Erin Kennedy Clancy is a shareholder at Sullivan, Hill, Lewin, Rez & Engel, and is part of the firm's Construction, Insurance, Real Estate and Commercial and Business Litigation practice groups. She has worked with clients ranging from Fortune 500 companies to board members of nonprofit corporations to sole proprietors. Clancy's life experiences in studying five languages, living on two continents and traveling extensively in Australia, Europe, the United States and Antarctica provides those clients with a worldly perspective and balance.



#### NIKIA CLARKE

Nikia Clarke is vice president of the San Diego Regional Economic Development Corporation and executive director of World Trade Center San Diego, an EDC affiliate. She oversees the economic development, research and global engagement priorities of the 22-person organization. Throughout her tenure at EDC, Clarke has developed the San Diego region's international agenda, which serves to maximize San Diego's economic competitiveness and prosperity through increased global engagement. A key pillar of this work is MetroConnect, an export accelerator program that supports small to midsize businesses with their international expansion strategies.



#### **ROSIE COOPER**

Rosie Cooper is senior vice president/regional development partner at JPI Development, responsible for \$600 million in multifamily assets for JPI's Western Region. Her leadership in the company has included the development of 28 multifamily properties at a cost of \$1.6 billion. A former U.S. Air Force officer, Cooper is a registered professional engineer and licensed real estate broker. Outside of her work, she has committed extensive time to nonprofit organizations including the YWCA, Habitat for Humanity and the Discover Pacific Beach/Clean & Safe program. As a parent, Cooper's personal community involvement includes being a youth recreational soccer coach for Encinitas Express. And she's a Girl Scout Cookie Mom and proud of it.



#### BEN COUGHLAN

Ben Coughlan is a partner at Gomez Trial Attorneys, a first chair trial attorney devoted entirely to representing individuals in a variety of legal areas. Those include catastrophic personal injuries, employment matters, medical malpractice, business disputes and defective products. Coughlan believe strongly in giving consumers a voice they might not otherwise have. Over his six-year career, Coughlan has recovered more than \$20 million for his clients by way of settlements, and more than \$2.5 million by way of jury verdicts. Coughlan is an adjunct professor at the University of San Diego School of Law, and also teaches trial skills and deposition skills for the National Institute of Trial Advocacy. Before pursuing a career in law, Coughlan spent four years in the media relations department of the San Diego Padres.



#### **EDWARD COX**

Edward Cox is CEO of Dthera Sciences, a public digital therapeutics company developing innovative quality of life therapies for the elderly and those suffering from cognitive decline. The company is currently launching its lead product, ReminX, an artificial-intelligence powered consumer health product designed to deliver reminiscence therapy digitally to individuals suffering from dementia as well as for seniors experiencing social isolation. Cox was chosen to serve as co-chairman of the first ever digital therapeutics summit earlier this year, and Dthera was selected as one of four founding members of the new Digital Therapeutics Digital Medicine council headquartered in London. Cox has led the growth of Dthera Sciences to the precipice of its first commercial launch and has taken the company from an early stage startup towards an expected NASDAQ listing in the fourth quarter of 2018.



#### ANNA CROWE

Anna Crowe, founder and CEO of Crowe PR, has steered the firm to a more than 500 percent growth in revenue, with a majority of the business coming from client referrals. Crowe began her career on the CPA track as a staff auditor at Deloitte in New York City and then transitioned into various marketing and financial analyst roles before getting her MBA in international marketing from University of San Diego. Thanks to her financial and analytical background, she's laser-focused on the company's and clients' bottom line, and she's impeccable at uncovering ideas that will truly move the needle.



#### **JASON EVANS**

Jason Evans is a member of CaseyGerry's complex litigation team, focusing on aviation consumer class actions, product liability and serious personal injury. A winner of the Consumer Attorneys of San Diego's 201 "Outstanding Lawyer" award, Evans was lauded for work he did on a complicated product liability case against a medical products company. Since joining CaseyGerry, he has taken on many multi-million dollar cases, including complex, high-stakes personal injury and product liability litigation. Additionally, he has handled class action litigation representing consumers against various corporate and financial institutions including Apple, Sony, Target, Chase Bank, Bank of America and American Express, and has additionally experience in whistleblower, data breach, consumer products, and antitrust class actions. He is a graduate of Claremont McKenna College and the Washington University School of Law. He was awarded the San Diego Volunteer Lawyers Program Distinguished Service Award.



#### ANDREW FEGHALI

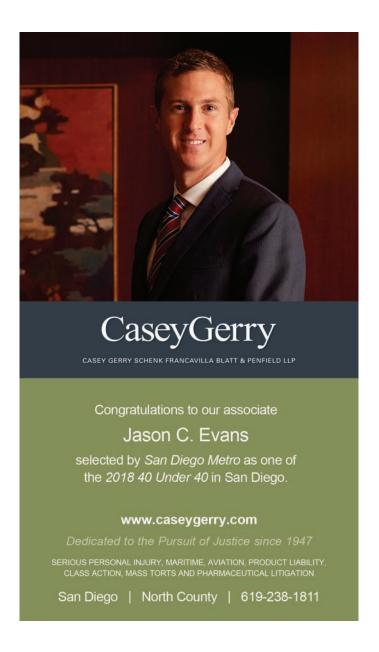
Andrew Feghali, founder and CEO of AMF Foods Inc., is the owner and operator of nine Little Caesars restaurants — seven in San Diego, one in Blythe, Calif. and one in Lockhart Texas. Since Feghali began operating the restaurants, he has experienced growth in annual sales from \$1.5 million to a projected \$6 million in 2018. He is currently in the process of acquiring additional Little Caesars restaurants in Colorado. Feghali's 15 years of food industry experience dates to his years working in his uncles' Little Caesars restaurants during high school, as well as while he earned his bachelors in business administration from California State University, Fullerton.

#### KRISTIN GASPAR



Kristin Gaspar is the chairwoman of the San Diego County Board of Supervisors. She was the the youngest woman ever elected to the board. She was also the first-directly elected mayor of Encinitas. In 2002, Gaspar and her husband started and grew a family health care practice,

Gaspar Doctors of Physical Therapy, from a 700-square-foot space to seven locations throughout north San Diego County. Today, the business has more than 140 employees treating nearly 7,000 patients. As chairwoman of the Board of Supervisors, she has been a leader in addressing mental health, addiction, and homelessness issues, as well as investing in programs designed to help veterans and their families navigate the transition to civilian life. She has also been a leader in the fight for the care of dementia and Alzheimer's diseases. She and her husband Paul have three children. She is a graduate of the Walter Cronkite School of Journalism and Mass Communication at Arizona State University.





#### CAYCE GREINER

As partner of client relations at Tyson & Mendes, an insurance defense law firm headquartered in San Diego, Cayce Greiner has made herself indispensable by steering the firm's business development and marketing efforts toward unprecedented growth. Despite her singular title, Greiner assumes more roles within the firm than any one person should be able to fill. In addition to being the first line of client communication in her position as partner, Greiner leads three separate programs/initiatives within the firm: the Tyson & Mendes University, Women's Initiative and Young Professionals Group. As an established defense attorney, Greiner also collaborates with litigation teams across every Tyson & Mendes office to achieve exceptional, efficient results in cases involving complex issues, catastrophic injury, or potential high exposure, and has successfully resolved a variety of multi-million dollar complex business, personal injury and insurance coverage disputes.



#### **JAMIE HAMPTON**

Jamie Hampton is CEO of Mixte Communications, which she describes as San Diego's only PR firm dedicated to social justice and small businesses who make change in their communities. Hampton established a pilot program to determine how a paid jobs training program can recruit more people of color in the industry, and realigned her hiring practices to ensure the company recruited and hired a workforce much more reflective of San Diego's diverse community.



#### ARI HOFFMAN

Ari Hoffman's most notable career achievement is his company, GobieH20 — best known from being on Shark Tank. In 2011, Hoffman joined GobieH20 as an owner and grew the company, with no advertising or marketing budget, to become one of San Diego's startup success stories. Sales grew from \$3,000 a month to an average of over \$265,000 a month. After licensing out the company, Hoffman started working with investors who financed other Shark Tank products, helping to grow these new companies. During that time, MindTouch, alerted to Hoffman's marketing and story crafting skills, recruited him to apply his B2C knowledge to the B2B Enterprise world. Although he had no experience in the tech world, he took on the new challenge, finding great success at MindTouch turning their biggest and best customers (Hitachi, Samsung, Whirlpool, etc.) into Brand Advocates.



#### TIMOTHY HUTTER

Timothy Hutter is a partner in the law firm of Allen Matkins Leck Gamble Mallory & Natsis, representing clients as diverse as the Building Industry Association of San Diego, Palomar Community College District and several commercial property owners. He regularly provides legal updates to the Building Industry Association and others in the real estate community regarding case law and legislative developments through presentations, articles and alerts.



#### CAROLINA BRAVO-KARIMI

Carolina Bravo-Karimi is the first Latina partner at the law firm of Wilson Turner Kosmo, and a member of its Employment Law group. Her practice focuses on representing employers. Bravo-Karimi successfully moved to dismiss a case for a locally-based national retailer, and obtained summary judgment for a Southern California realty company and national grocery store chain. In addition to advocating on behalf of her clients, Bravo-Karimi has a passion for teaching her clients how to improve their workplace culture.



#### **MELANIE LANG**

Melanie Lang co-founded Formalloy Additive Manufacturing Technologies in 2016 and has grown it from a small startup to a viable additive manufacturing business with customers such as NASA. Formalloy's technology has been included in large publications such as 3Dprint.com, The Fabricator, Inc Magazine, and recently was in an episode of Discovery Channel's "How it's Made." In 2018, Lang was nominated for the Athena Pinnacle Awards and was selected as a 2018 member of Rent the Runway Foundation's Project Entrepreneur.



#### MICHAEL B. LEES

As a partner at the Solomon Ward Seidenwurm & Smith law firm, Michael Lees has substantial experience in business, real estate and taxation law. Over the course of his 14-year career, Lees has assisted clients in the purchase and sale of more than \$1 billion in real estate. He also has saved his clients millions of dollars by strategically structuring business and real estate transactions to achieve the most favorable tax outcomes. Lees is a dedicated community volunteer and has been involved with Jewish Family Service of San Diego for nearly a decade. He is actively involved in the Scripps Ranch community.



#### JOHN LEK

After several years with Charles Schwab as a recruiting manager and vice president, John Lek was recruited to return to San Diego as a co-founder of a new corporate venture in Carlsbad, the Green Dragon Tavern and Museum. Lek, now the general manager, was originally asked to find a location for the restaurant, tavern, museum and coffee and gift shop. He found it in the Old Hadley building, which had been vacant for years. Lek was instrumental in revitalizing the property, which became a valued destination for dining, hospitality and civil dialogue for guests. He has created a hotspot for locals and a destination for many politicians seeking to connect with constituents and discuss the issues faced by the country. Lek is responsible for all facets of operations and financial management of the property. He leads a lean administrative team that thrives off of collaboration and teamwork.



#### MARK LEWKOWITZ

Mark Lewkowitz is first vice president of Colliers International's San Diego industrial team, providing business solutions for industrial owners and investors. As an innovative industrial broker for more than a decade, Lewkowitz has earned numerous recognitions, including a Colliers' 2016 and 2017 Regional Top 10 Producer, Our City San Diego's Top Land Sale of 2017 and two-time CoStar Power Broker. Over the past year, Lewkowitz has crafted record-breaking deals across the county.



#### TIFFANY MARKUS

As director of mid-market sales for Cox Business, Tiffany Markus directs a team of 38 employees, which includes five sales managers and their respective staff of 33 account executives. She is responsible for voice, video, data and on-premise security product sales within the small to mid-market customer segments. In late 2016, Markus oversaw the San Diego launch of Cox Business Security Solutions, having direct accountability for hiring, training, sales strategy and results. The San Diego team is consistently ranked among the Top 3 Cox Business teams throughout the country in all Key Performance Metrics. The Cox Business Security Solutions product has been a huge success nationally as small- and medium-sized companies look to technology to help protect their business and physical assets.



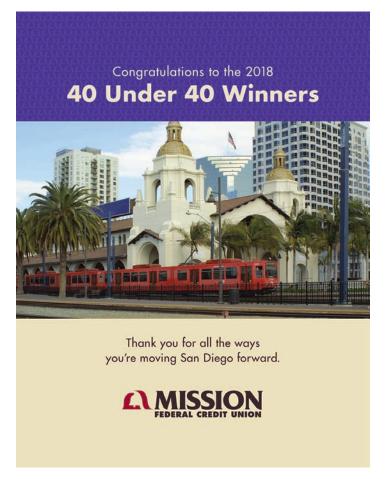
#### **KEVIN MEISSNER**

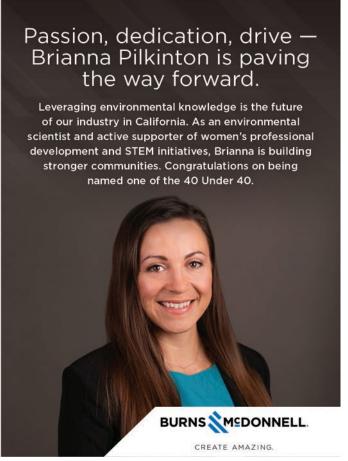
A former professional athlete and a respected real estate broker for many years, Kevin Meissner works in the office and R&D markets of San Diego for Cushman & Wakefield, where he specializes in tenant representation. Meissner's average annual transactional value over the last five years has ranged between \$16 million and \$20 million in lease and sale activity each year. Two of his larger commercial real estate deals during his career in San Diego were an \$18.5 million sale in Mission Valley and a 72,220-square- foot lease on behalf of Square Peg.



#### HAO MENG

Hao Meng is San Diego's first Lyft market manager, a gifted strategist with a background in business and operations consulting, and more than nine years of management experience. In May, Meng managed Lyft's San Diego launch of a first-of-its-kind pilot project with the U.S. military at Camp Pendleton. Under the project, Lyft's "Base Mode" became available to everyone on the Marine Corps base. The project aids both passengers seeking rides within and off base as well as service members and their families who drive for Lyft to earn flexible income.







#### CASEY MILLER

Casey Miller launched Latitude 33 Aviation in Carlsbad in 2006 with one Cessna aircraft, growing the company into one of the most successful private jet charters in the nation. Latitude 33 Aviation closed 2017 with \$157 million of assets under management and completed \$68 million in aircraft sales and acquisitions transactions. Miller's impact on the company helped position the company in the top 5 percent of all U.S. based charter operations with the achievement of the Argus Platinum Safety Rating.



#### SIOBHÁN ELIZABETH STADE MURILLO

Siobhán Elizabeth Stade Murillo, legal research attorney and general counsel in the regulatory department at San Diego Gas & Electric, has amassed an impressive list of awards and professional accomplishments. Among them are the Wiley W. Manuel Certificate Award issued by the State Bar for donating more than 50 hours of pro bono legal services in 2017. From May 2017 to May 2018, Murillo started as a volunteer attorney and moved on to become a contract attorney with the Legal Aid Society of San Diego, assisting individuals who would represent themselves in court.



#### ANDREA N. MYERS

Andrea Myers was elected shareholder at Seltzer Caplan McMahon Vitek in 2016, just seven years after joining the law firm. Myers represents clients ranging from Fortune 500 companies to private commercial entities in complex business disputes, employment litigation and professional liability defense. Myers also has emerged as a leader within Seltzer Caplan management. She leads the firm's Marketing Committee and is responsible for promoting the firm's growth by sharing insightful information with key audiences. As one of two firm representatives to the Law Firm Alliance, Myers shares professional and business strategies with the network's more than 50 firms and 2,500 attorneys throughout North America, Europe and Asia, providing clients with high quality, cost-effective legal services wherever they have business. A supporter of education, Myers serves on the alumni committees of Claremont McKenna College and The Bishop's School, and acts as her firm's USD Law Alumni representative.



#### **BRIANNA PILKINTON**

Brianna Pilkinton is a department manager for Burns & McDonnell, responsible for the direction and leadership of the Environmental Studies team in San Diego. With more than 15 years of experience, Pilkinton has worked on hundreds of projects and led multidisciplinary teams for a wide variety of public and private infrastructure projects in the energy, utility, development, military and transportation sectors in California and nationwide. She is a dedicated member of WTS, an international organization dedicated to strengthening the transportation industry through the global advancement of women. She serves as vice president of the San Diego County chapter, and is incoming president for 2019/2020. Together with WTS, Pilkinton has engaged in efforts to push for better policies and educate the community on the Gender Wage Differential and San Diego Councilman Chris Ward's Equal Pay Ordinance in San Diego. Pilkinton is also a professional modern dancer who performs and choreographs regularly in the community.



#### RICHIE PLOESCH

Richie Ploesch is the director of partnerships at Autism Spectrum Therapies San Diego. His career working with children and families started when he obtained his Special Education Teaching Credential and Masters in Education. Ploesch operated his own private international consulting company, which allowed him to bring the latest teaching technologies to families of children and young adults with autism in India and the Philippines struggling to find adequate local support.



#### DAVID SHAPIRO

David Shapiro is owner and managing partner of the Law Offices of David P. Shapiro, which he opened in the spring of 2010. Nearly a decade later, Shapiro is considered to be one of the best criminal defense attorneys in San Diego. He is dedicated to protecting the rights of those who are charged with criminal offenses by defending clients involved in every type of criminal case. Shapiro has authored two books: "Survival Guide for Those Accused of a Sex Crime in San Diego" and "Facing Charges in San Diego? Here's What You Need to Know to Regain Control of Your Future."



#### KRISTIN RIZZO

Kristin Rizzo is owner and president of her law firm, Rizzo Law PC, a boutique employment law firm where she works as an accomplished employment attorney, workplace investigator and mediator. Rizzo specializes in the representation of individuals in litigation matters in the areas of sexual harassment, retaliation, and wrongful termination. She also provides specialized counsel to employees on employment contracts, severance and separation agreements, leaves of absence and positioning within companies. As a workplace investigator, Rizzo is called in to assist in workplace matters when a complaint has been made, or issue raised, by an employee generally involving serious allegations against high-level personnel. Employees put their trust in Rizzo to listen to sensitive workplace issues, and companies hire Kristin to conduct prompt, thorough and impartial fact-finding investigations.



#### ANDREW SIMMERMAN

Andrew Simmerman is a nonprofit leader, educator, entrepreneur and communications professional currently serving as vice president of RISE@WORK. He has more than nine years of experience in designing, implementing and executing short- and long-term plans that align with ambitious visions and goals. After graduating from Pepperdine University, Simmerman was recruited by Teach for America to teach English as a Second Language to immigrant students in Bronx, N.Y. He later assisted in the establishment of San Diego's first-ever Teach for America program and subsequently joined the University of San Diego's Institute for Entrepreneurship in Education. He held the roles of communications and project development manager at the Jacobs Institute for Innovation in Education at the University of San Diego, and head of partnerships at Teach for America-San Diego where he was responsible for building school, district, and community partnerships while also supporting alumni affairs and resource development.



#### MATT SANFORD

Matt Sanford is the economic development director for the San Diego Regional EDC, where he oversees its economic development team, which supports companies in business expansion, attraction and retention in San Diego's key industries. Sanford recently led the regional bid for Amazon's second headquarters RFP, incorporating input from several economic development organizations and partners across the county and state. Under his guidance, the San Diego Regional EDC was able to produce a compelling proposal, such as top talent, quality of life and unique geography. Sanford also led the successful launch of Innovate78, an economic development and regional marketing collaborative.



#### **BRANDON STEPPE**

Brandon Steppe is the executive director of The David's Harp Foundation, which was born out of his strong faith, his desire to help teens and his love for music. Steppe is a transformative force in the lives of homeless and at-risk teens in San Diego. On a daily basis he provides a creative space for teens to escape their often challenging living situations and explore their artistic passions. The David's Harp Foundation received nonprofit status in 2009.



#### KEVIN TEMPLETON

With a passion for reducing waste and practicing sustainability, Kevin Templeton, executive chef of barleymash restaurant, is a well-respected icon in San Diego's culinary scene. Nurturing a passion for cooking since age 17, he attended and graduated with honors from the Western Culinary Institute in Portland, Ore. After graduation, he worked in restaurants throughout the county, perfecting his talents at such restaurants as Top of the Cove, Peohe's and Azul La Jolla.



#### SHAWN VANDIVER

Shawn VanDiver, a consultant, is the co-founder and leader of the Truman National Security Project's San Diego chapter and founder of the local chapter of the Defense Entrepreneurs Forum. Following 12 years in the Navy, VanDiver set out to be a force for good in San Diego, committing himself to advocating for marginalized communities. He has served on a number of campaigns, has lent his expertise to organizations, groups like 2-1-1, the San Diego Regional Chamber of Commerce and the Lawyers Club.



#### **BREE WONG**

Bree Wong is vice president of SWS Engineering, a local civil engineering, land development and land surveying firm. She joined the firm at inception in 2007, when the vice president of her then-current employer branched out to start a new business and asked her to join. She became SWS' first employee and has been pivotal in the firm's success; quadrupling the firm's revenue and employee size, emerging into new market sectors, securing target high-profile clientele and solidifying SWS's place in San Diego's design, construction and real estate industry.

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