

CIRCLE OF EXCELLENCE 2023 RECOGNITION OF EXCELLENCE WINNERS

CONGRATULATIONS

THANK YOU FOR YOUR COMMITMENT TO EXCELLENCE

As your 2024 Greater San Diego Association of REALTORS® (SDAR) President, I want to be the first to congratulate you on ALL your successes in 2023. These awards are reserved for the best and brightest of our industry, and we are so honored to have you and your success as a representative of our Association. As your President, I promise that SDAR will continue to provide you with the innovative education courses, groundbreaking market analysis, and unmatched membership service



SPENCER LUGASH
2024 SDAR PRESIDENT

that you have become accustomed to that has allowed you to reach such successful heights. We will continue to have new updates from our Association that will cover an array of topics, which can be found through social media, newsletters, events, and press coverage that will continue granting you the ability to serve at the top of your profession.

Circle of Excellence is about you and your colleagues' success, and we want to use it as a moment to acknowledge how vital and important you are to the real estate industry. Through your awards at Circle of Excellence, you have been recognized as one of the top REALTORS® in our region, and we hope that SDAR continues to serve as your Trusted Real Estate Voice, and we wish you all continued success at the pinnacle of real estate.



Laura Barry
Barry Estates



Jason Barry
Barry Estates



Greg Noonan
Berkshire Hathaway HomeServices
California Properties

- DIAMOND**
Individuals selling more than \$75M or 60 units.
- Small teams selling \$95M or 90 units.
- Medium teams selling \$110M or 120 units.
- Large teams selling \$130M or 140 units.
- Mega teams selling \$150M or 160 units.

- | | | |
|------------------|-------------------------|-------------------|
| Herbert Ayala | Jason Barry | Patti McKelvey |
| David Butler | Greg Noonan | Delorine Jackson |
| Steve Cairncross | Tim Van Damm | Janice P Clements |
| Jesse Klein | Alan Shafran | Eric Iantorno |
| Voltaire Lepe | Mark Schultz | Patrick H Mercer |
| Jeff Nix | Emma Lefkowitz | Drew Nelson |
| Gregg Phillipson | Melissa Goldstein Tucci | Gabriel Valdez |
| Twana Rasoul | Brett Dickinson | Chad Dannecker |
| Jason Saks | Gregg R Neuman | Chris Heller |
| Min Sun | Maxine Gellens | Leah Cole |
| Ixie Weber | Erick C Gydesen | |
| Laura Barry | Ross B Clark | |

PLATINUM

Individuals selling more than \$50-75M or 40+ units.

Small teams selling \$70M or 80-89 units.

Medium teams selling \$90M or 100-119 units.

Large teams selling \$110M or 120- 139 units.

Mega teams selling \$130M or 140- 159 units.



Julie Feld
Pacific Sotheby's Int'l Realty



Linda Sansone
Pacific Sotheby's Int'l Realty



Neda Nourani
Compass

Laura Valente
Jenny Yin
Gary Cashman
Brian Danney
Eric Matz
Neda Nourani
Steven Sladek
Chase Cromwell

Melvina Selfani
Christina Torres
Karen Alvarez
Mike Blair
Catrina Russell
Gary Massa
Mike Aqrawi
Tyler Hagerla

Khaki Wennstrom
Julie Feld
Linda Sansone
Richard Stone
Scott W Aurich
Sean Barry
Tyson Lund
Seth O'Byrne

Ever Eternity
Eric T Chodorow
Talechia L Plumlee-Baker
Julie Houston
Scott Appleby
Lyle Caddell
Denny Oh
Michael J Wolf

Jim Bottrell
Omar Elminoufi
Tamara Markey-Truax
Adrian G Quijano

GOLD

Individuals selling at least \$25 - \$50M or 25 units.

Small teams selling \$50M or 60-79 units.

Medium teams selling \$70M or 80-99 units.

Large teams selling \$90M or 100-119 units.

Mega teams selling \$110M or 120- 139 units.

Scott Union
Mike Cady
Jeremy Beauvarlet

SILVER

Individuals selling at least \$15 - \$25M or 15 units.

Small teams selling \$30M or 35 - 59 units.

Medium teams selling \$50M or 60-79 units.

Large teams selling \$70M or 80-99 units.

Mega teams selling \$130M or 140- 159 units.

Jam Zayer
Markee Lashley
Tom North

BRONZE

Individuals selling at least \$15 - \$24M or 15 - 24 units.

Michelle Liu
Robert Nelson
Vani S Bobba



VIEW ALL WINNERS ONLINE* SCAN QR CODE

TEAM AWARDS - TOP 3 WINNERS

*While we have done our best to ensure accuracy, MLS data was used to compile this information. We apologize in advance for any inaccuracies and will update the online version accordingly if contacted. Thank you for understanding.

MEGA TEAM AWARD



Whissel Realty Group
eXp Realty Inc.

Porchlight Realty - eXp Realty Inc.
Hedda Parashos - Palisade Realty

LARGE TEAM AWARD



Beal Group Real Estate
Compass

Kappel Realty Group - Compass
Edith Salas - Salas Properties

MEDIUM TEAM AWARD



The Dickinson-Clark Team
Compass

Cane Real Estate - Keller Williams
The Barron Team - REAL

SMALL TEAM AWARD



Ian Arnett
Compass

Team Cairncross - Berkshire Hathaway HomeServices California Properties
Tim Van Damm Team - Berkshire Hathaway HomeServices California Properties

SAN DIEGO BUSINESS JOURNAL



Jacumba Hot Springs Hotel has reopened after a three-year renovation. Photo courtesy of Jacumba Hot Springs Hotel

Investor Group Reviving City of Jacumba

REAL ESTATE: Hotel Renovation First Project of Commercial District Makeover

By RAY HUARD

JACUMBA – Jacumba Hot Springs Hotel has reopened following a multi-million-dollar renovation aimed at restoring the once-popular resort to its glory days of the 1930s and 1940s, when it was a getaway for Hollywood stars.

Calling themselves **We Are Humankind**, a trio of investors – **Jeff Osborne**, **Melissa Strukel** and **Corbin Winers** – bought the hotel in 2020, along with most of the

commercial property in Jacumba. Osborne said that the name of the company comes from an interior design firm owned by Strukel, but it also fits the trio's outlook in restoring the hotel.

“It’s like this place that used to exist in small towns when we were more connected to each other,” Osborne said. “Our intention is to create a place that is afloat in time.”



Jeff Osborne
Co-founder
We Are Humankind

They plan to restore the entire commercial district, starting with the hotel and a nearby lake, which had become a dumping ground filled with old tires and other assorted debris, Osborne said.

“We’re going to go slow. This is not going to be overnight. It’s going to take many,

➔ *Jacumba page 26*

Boundless Bio IPOs ecDNA Platform

BIOTECH: Filing Follows 3 Large Funding Rounds

By JEFF CLEMETSON

SAN DIEGO – Boundless Bio, Inc. is taking its innovative therapeutics directed against extrachromosomal DNA (ecDNA) – fragments of chromosomes that lead to oncogene amplified cancer – to the boundless opportunities of the stock market.

The company is the first San Diego biotech to file an IPO in 2024. According to Boundless’ SEC March 6 SEC filing, the company is looking to raise around \$100 million, although that amount is subject to change. Boundless filed to list its shares on the **Nasdaq** under the ticker **BOLD**.

The IPO filing comes nearly a year after

➔ *Boundless Bio page 28*

Guild Expands With Academy Acquisition

FINANCE: Now 8th Largest Non-Bank Retail Lender

By BRAD GRAVES

SAN DIEGO – Guild Mortgage (NYSE: GHLD) made its way up the rankings ladder by acquiring the retail lending assets of Utah-based **Academy Mortgage**. The deal, announced in mid-February, closed at the end of the month for \$13.4 million cash.

With the transaction, the Kearny Mesa business grew from the 10th largest non-bank retail lender to eighth largest. Academy Mortgage’s loan volume represents an approximate 25% increase in annual origination volume for Guild.

It was upbeat news in a downbeat market for those in residential real estate.

Guild Mortgage grew market share and executed on an attractive acquisition while

➔ *Guild Mortgage page 26*

Samsung Semiconductor Opens New Site in San Diego

ELECTRONICS: Memory and Foundry Office Furthers Company’s Mission

By KAREN PEARLMAN

SAN DIEGO – Samsung Electronics, Ltd., one of the world’s leaders in advanced semiconductor technology, has opened a subsidiary **Samsung Semiconductor** (SSI) Memory and Foundry customer engagement office in San Diego, expanding its presence and adding to its current research and development office in the city.

The South Korea-based company officially opened its newest SSI location last week – a 7,889 square-foot site at 12265 El

Camino Real. Samsung’s R&D site – a Datacenter Technology and Cloud Solutions Lab about five miles away on Scranton Road – opened in 2010 and employs about 200 people, with plans for additional growth.

Samsung Semiconductor offers a wide range of products that power smartphones, electric vehicles, hyperscale data centers, IoT devices and more. Samsung says it is the only company that offers



Jinman Han
President
Samsung
Semiconductor U.S.

solutions and services in Memory, System LSI and Foundry in one business to enable innovative growth in myriad industries – from hyperscale datacenters and automotive to the internet of things mobile and consumer electronics.

“We are thrilled to be expanding our presence,” said **Jinman Han**, president of Samsung Semiconductor U.S. “San Diego

➔ *Samsung page 27*

P.13 SPECIAL REPORT: Builders Cautiously Optimistic About Long-Term Industry Outlook

P.17 LEADERSHIP: Meet the Women of Influence in Construction Honorees for 2024

THE LIST

LARGEST CONSTRUCTION PROJECTS

PAGE 15

Rank	Project Name	Value	Location	Start/End	Contractor
1	SDA West Regional 1	\$1.2B	San Diego	2023-2025	Parsons
2	Research and Development Center (RDC) 2	\$1.1B	San Diego	2023-2025	Parsons
3	San Diego State University (SDSU) 1	\$1.0B	San Diego	2023-2025	Parsons
4	SDSU 2	\$900M	San Diego	2023-2025	Parsons
5	SDSU 3	\$800M	San Diego	2023-2025	Parsons
6	SDSU 4	\$700M	San Diego	2023-2025	Parsons
7	SDSU 5	\$600M	San Diego	2023-2025	Parsons
8	SDSU 6	\$500M	San Diego	2023-2025	Parsons
9	SDSU 7	\$400M	San Diego	2023-2025	Parsons
10	SDSU 8	\$300M	San Diego	2023-2025	Parsons
11	SDSU 9	\$200M	San Diego	2023-2025	Parsons
12	SDSU 10	\$150M	San Diego	2023-2025	Parsons
13	SDSU 11	\$100M	San Diego	2023-2025	Parsons
14	SDSU 12	\$80M	San Diego	2023-2025	Parsons
15	SDSU 13	\$60M	San Diego	2023-2025	Parsons

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TABLE OF CONTENTS

March 18 – 24 | Vol. 45, No. 12



4 Hard hats and AI



8 The SEAL experience

AUTOMOTIVE

3 **EVS: SAN DIEGO** – EV charging solutions company **Beam Global** is shining bright these days. The company had 300% year-over-year growth last year and 2024 has already brought major new customers for its EV ARC solar-powered charging systems, including federal agencies.

DEFENSE

10 **DUAL-USE TECH: SAN DIEGO** – **Kratos Defense & Security Solutions** has been taking military autonomous vehicle technology to the highways.

10 **AEROSPACE: POWAY** – The **U.S. Air Force** announced that **General Atomics Aeronautical Systems** has been awarded a not-to-exceed \$250 million contract for Taiwan MQ-9B SkyGuardian unmanned air vehicles, as well as support equipment.

FINANCE

1 **LENDING: SAN DIEGO** – **Guild Mortgage** made its way up the rankings ladder by acquiring the retail lending assets of Utah-based **Academy Mortgage**. The deal, announced in mid-February, closed at the end of the month.

LIFE SCIENCES

1 **BIOTECH: SAN DIEGO** – **Boundless Bio Inc.** is taking its innovative therapeutics directed against extrachromosomal DNA (ecDNA) – fragments of chromosomes that lead to oncogene amplified cancer – to the boundless opportunities of the stock market.

4 **MEDTECH: SAN DIEGO** – **MeCo Diagnostics**, a participant of the EvoNexus incubator program, focuses on developing a prognostic and predictive biomarker test to identify patients with early-stage breast cancer who can benefit from antifibrotic therapy.

REAL ESTATE

1 **COMMERCIAL: JACUMBA** – **Jacumba Hot Springs Hotel** has reopened following a multi-million-dollar renovation aimed at restoring the once-popular resort to its glory days of the 1930s and 1940s, when it was a getaway for Hollywood stars. Calling themselves **We Are Humankind**, a trio of investors bought the hotel in 2020, along with most of the commercial property in Jacumba.

12 **LIFE SCIENCES: SAN DIEGO** – As the new chair of the **Building Industry Association of San Diego County**, **Rita Mahoney's** commitment to creating more housing is deeply ingrained as a result of her own history.

12 **POSTSECONDARY EDUCATION: SAN MARCOS** – **California State University San Marcos** has started construction of a \$126.3 million student housing and dining complex. Known as the **University Village Student Success Housing**, the new housing is meant to give low-income freshmen an option to live on campus.

MANUFACTURING

3 **CHEMICALS: SAN DIEGO** – **WD-40 Company** – the maker of the water-displacing, lubricating Multi-Use Product in the yellow and blue cans – is also making a seven-figure investment in Brazil. The company said early this month (March 4) that is acquiring its Brazilian marketing distributor, **Theron Marketing Ltda.**, for \$6.9 million in cash.

6 **SAFETY EQUIPMENT: EL CAJON** – **Black Box Safety, Inc.** – distributor of safety equipment to government agencies and large organizations – is breaking into the body armor business in a big way. The company recently landed a sole-source body armor contract with the State of California – the largest domestic law enforcement body armor contract in the U.S., and a first for a business the size of Black Box.

SDBJ INSIDER

3 Battery Breakthrough

SPECIAL REPORT

CONSTRUCTION

13 **OUTLOOK: SAN DIEGO COUNTY** – At least two of San Diego's biggest construction companies see good times ahead for the region's building industry. "I think San Diego is actually headed towards its heyday," said **Zack Hammond**, San Diego general manager of **Suffolk Construction**.

SPECIAL SECTIONS

11 **PEOPLE ON THE MOVE:** New hires and promotions

17 **WOMEN OF INFLUENCE IN CONSTRUCTION:** Meet the honorees for 2024.

30 **MARKETPLACE**

30 **LEGAL NOTICES**

TECHNOLOGY

1 **ELECTRONICS: SAN DIEGO** – **Samsung Electronics**, one of the world's leaders in advanced semiconductor technology, has opened a subsidiary **Samsung Semiconductor (SSI) Memory and Foundry** customer engagement office in San Diego, expanding its presence and adding to its current research and development office in the city.

4 **AI: CARDIFF-BY-THE-SEA** – Local computer vision solutions leader **alwaysAI** is breaking ground on a vision AI system for mining operations, which allows computer systems to interpret and analyze the visual world of the industry. Deemed **alwaysAI Smart Mining**, the system aims to improve safety, productivity and profitability.

6 **HEALTHTECH: SAN DIEGO** – Starting a company at the height of the COVID-19 pandemic has proven to be a healthy plan for brother-sister duo **Dan Goldsmith** and **Jen Goldsmith**. In 2020, the Goldsmiths founded their company, **Tendo**, a software-based platform for healthcare services with a mission to revolutionize healthcare.

THE LIST

8 **ATTRACTIONS: SAN DIEGO** – San Diego County is closing in on its 100th museum, with the coming addition of a museum that will honor some of the military's most elite personnel, the **U.S. Navy Sea, Air and Land teams**. The **Navy SEAL Museum San Diego** will open later this year on Kettner Boulevard.

THE LIST

15 **LARGEST CONSTRUCTION PROJECTS**

THE INDEX

32 People, associations, companies and organizations

Seats are filling Fast! Buy your Tickets soon.

NEW Social Impact Workshop

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Presented by



Molly Cartmill
Strategy & Impact
Officer



Beatriz Palomino Young
Infrastructure &
Engagement Officer



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SDBJ INSIDER
By JEFF CLEMETSON

Battery Breakthrough

A team of researchers at UC San Diego may have unlocked the potential of solid-state lithium-sulfur batteries – considered to be a lower cost alternative to the lithium-ion batteries currently used in EVs, and one that also offers increased energy density.

The UCSD team developed a new cathode material, a crystal composed of sulfur and iodine, for the batteries that both conducts electricity and is “structurally healable” – meaning it can withstand both charging and discharging electricity and possibly double the range of EVs without adding more weight to a vehicle.

Unlike current lithium-ion batteries that require cathodes made from rare earth minerals, sulfur is abundant and easily sourced, which would drive down production costs of EVs and cause less damage to the environment.

The U.S. Department of Energy-supported research study – co led by Ping Liu, a professor of nanoengineering and director of the Sustainable Power and Energy Center at UC San Diego, and Shyue Ping Ong, a professor of nanoengineering at the UC San Diego Jacobs School of Engineering – shared its findings earlier this month in the journal Nature.

Liu and Jianbin Zhou, a former nanoengineering postdoctoral researcher from Liu’s research group and co-first author on the study, filed a U.S. provisional patent application in February last year, based on the work.

In addition to a large team of UCSD engineers co-authoring the study, the study also included co-authors from Brookhaven National Laboratory, University of Houston, UC Santa Barbara, Johns Hopkins University, Pacific Northwest National Laboratory, and Honda Research Institute USA.

+++

The U.S. Department of Energy’s Loan Programs Office last week committed up to \$79.3 million in partial loan guarantee financing for the Viejas Microgrid Project – a solar-plus-long duration energy storage microgrid currently under construction on the Tribal lands of the Viejas Band of the Kumeyaay Indians near Alpine.

The project is the first to be offered a conditional commitment through the Tribal Energy Financing Program, which was provided new and expanded loan authority by the Inflation Reduction Act.

The borrower, IE VEM Managing Member LLC, is a Tribal energy development organization owned by project developer Indian Energy LLC, and two Tribal Nations that will receive revenue streams from the project through ownership stakes.

The utility-scale power provided by the project will allow the Viejas Band to purchase electricity through a subsidiary in a long-term power purchase agreement to help its gaming, hospitality, and retail businesses with a lower cost of energy.

+++

In other federal funding news, three projects in San Diego received a total of \$15 million from the Reconnecting Communities Pilot and Neighborhood Access and Equity discretionary grant programs.

A project to improve Harbor Drive and the Vesta Street Bridge received \$11 million to improve access and connectivity to the Port of San Diego; a project to reconnect Barrio Logan and Logan Hights received \$2 million; and a greenspace corridor project in Southeast San Diego received \$2 million. ■

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Beam Global’s EV ARC is a grid-independent, rapidly deployable, 100% renewable EV charging solution. Image courtesy of Beam Global

Beam Global Shifts ‘Center of Gravity’ to Europe
EV TECH: \$1M UK Ministry of Defense Deal First from New Division

■ By JEFF CLEMETSON

SAN DIEGO – EV charging solutions company **Beam Global** (Nasdaq: BEEM) is shining bright these days.

The company had 300% year-over-year growth last year and 2024 has already brought major new customers for its EV ARC solar-powered charging systems, including federal agencies like the FDA, National Park Service, Small Business Administration; Department of Homeland Security and U.S. Army; as well as state and city municipalities and agencies across the U.S.

Last week, Beam Global extended its reach internationally with the first order from the **UK Ministry of Defense**. The \$1 million purchase of 10 EV ARC charging stations and one ARC mobility trailer marks Beam’s first order from its newly formed Beam Europe division created in October flowing the close of its acquisition of **Amiga DOO Kraljevo**, a European manufacturer of specialized structures, equipment and



Desmond Wheatley
CEO
Beam Global

energy infrastructure.

Beam Global CEO **Desmond Wheatley** described the purchase as a “material order” for Beam Europe that will be fulfilled at the company’s facility in Serbia.

“It took us five years to get to our first million-dollar order in the U.S. The same thing happened in five months in Europe,” he said, adding that the company is very “bullish” on the potential

➔ *Beam Global page 29*

WD-40 Company Acquires Brazilian Distributor for \$6.9M
CHEMICALS: Office May Serve as a Gateway to Latin America

■ By BRAD GRAVES

SAN DIEGO – **WD-40 Company** (Nasdaq: WDFC) – the maker of the water-displacing, lubricating Multi-Use Product in the yellow and blue cans – is also making a seven-figure investment in Brazil.

The company said early this month (March 4) that is acquiring its Brazilian marketing distributor, **Theron Marketing Ltda.**, for \$6.9 million in cash. WD-40 Company took over distribution immediately.



Steve Brass
CEO
WD-40 Company

WD-40 Company CEO **Steve Brass** characterized the move as part of the company’s first “Must-Win Battle,” which is to lead geographic expansion of WD-40 Multi-Use Product.

WD-40 is targeting expansion in several regions. China is by far the largest opportunity followed by India, Japan, Indonesia, Saudi Arabia and Egypt.

‘Shortened Learning Curve’

“This acquisition will enable us to drive faster topline growth, a smoother market transition, and a shortened learning curve compared to building a direct market from the ground up,” Brass said in a prepared statement.

“WDFC has tripled its sales in Mexico



WD-40 Company wants to expand sales of high-margin products, including Smart Straw and EZ-Reach. Photo courtesy WD-40 Company

since it went direct in 2020, and we think Brazil could follow that playbook – it has a similar magnitude of sales opportunity and level of market development,” wrote **Linda Bolton Weiser**, an analyst with **D.A. Davidson**, in a March 5 research note.

Fewer than 10 employees will join the company, which has its headquarters in Scripps Ranch.

In the long term, WD-40 Company plans

➔ *WD-40 page 28*

alwaysAI Digs Into Mining Industry

AI: Enhancing Mine-to-Market Value Chain

■ By JENNIFER KASTNER

CARDIFF – Local computer vision solutions leader **alwaysAI** is breaking ground on a vision AI system for mining operations, which allows computer systems to interpret and analyze the visual world of the industry. Deemed **alwaysAI Smart Mining**, the system aims to improve safety, productivity and profitability within the mining world by combining the company's AI computer vision platform with its new analytics dashboard.



Marty Beard
Co-Founder & CEO
alwaysAI

"We worked with a large mining consulting firm on several use cases focused on operational improvements that provided significant value to mine operators," **alwaysAI** CEO and Co-Founder **Marty Beard** told the *Business Journal*. "We realized how useful this technology could be in an industry with historically limited visibility. The real-time visual insights Vision AI (aka computer vision) provides can help mining operators understand how productive their processes are, how to improve overall yield, better understand equipment utilization, enhance safety (e.g. PPE usage), and much more. The potential is wide open."

AI Transforming Mining Industry

Over the past few years, the implementation of artificial intelligence solutions has



alwaysAI's computer vision can detect and track vehicle movement inside a mine. Image courtesy of alwaysAI

been transformational for miners. AI-powered systems allow for more efficient and safer exploration while maximizing extraction and producing better yields. Dozens of notable mining tech companies -- like Canada's **Stratum AI** and U.K.'s **Conundrum** -- have carved out space for their AI-driven platforms to support operations underground.

"Extracting valuable mineral concentrate from ore is a multifaceted process," said **Gerardo Alvear Flores**, a mining and metals executive at Canadian Engineering Associates Ltd.. "From crushing and grinding to sizing and classification to separation, Vision AI will be a game-changer



Gerardo Alvear Flores
President & Principal
Pyrometallurgist
Canadian
Engineering
Associates Ltd.

in processing metal materials from ore into a concentrated marketable product. With tight margins, even small gains in productivity can significantly impact profitability, as the benefits compound throughout the mine-to-market value chain."

alwaysAI believes its tech stands apart from the competition.

"Much of the publicity around AI is with generative AI -- Vision AI is a little different," added Beard. "Generative AI drives value in processing incredible amounts of historical data to generate something new, usually text, images, or now even video. Vision AI gives you real-time insights about what is happening

in your business as it happens."

The biggest competitors, Beard shared, are reluctant to embrace new tech. "alwaysAI needs to show mine operators the practical value that Vision AI delivers."

alwaysAI Smart Mining also comes with an analytics dashboard that packages customizable data to meet the enterprise's needs. "For example, this could be the number of times a dump truck loaded and unloaded materials, how long a certain machine was idle or in use, or even the number of employees missing PPE," he added.

Partnerships with Mining Industry Groups, Tech Companies

To push its mining vision forward, **alwaysAI** says it partnered with leading industrial

➔ *alwaysAI* page 27

Marking Down the Cost of Breast Cancer Care

MEDTECH: Biomarker Test Maker MeCo Making Strides

■ By KAREN PEARLMAN

SAN DIEGO – More than 300,000 new cases of invasive breast cancer will be diagnosed in women this year, according to the **American Cancer Society**.

The most common cancer in women with the exception of skin cancers, breast cancer accounts for about 30% of all new female cancers every year. In recent years, breast cancer incidence rates have increased by 0.6% annually.

Also challenging from both emotional and physical perspectives, there's another side to breast cancer that isn't always part of the conversation: The financial burden of health care needs.

"Breast cancer is not just a health problem it's also an economic problem," said **Adam Watson**, who in 2022 co-founded **MeCo Diagnostics**, an early early-stage MedTech venture out of Sorrento Valley. "Through the years, there's been a catastrophic increase in cancer care costs. The cost of treating cancer is just spiraling out of control."

A participant of the **EvoNexus** incubator program, MeCo has been focused on developing a prognostic and predictive biomarker test to identify patients with early-stage breast cancer who can benefit from antifibrotic therapy.

In the past, antifibrotic therapy has been used for progressive lung disease pulmonary fibrosis and to slow the build-up of scar tissue in the lungs. But now antifibrotic drugs



Adam Watson
Co-founder & CEO
MeCo Diagnostics

like nintedanib and pirfenidone are being used as low-toxicity treatment strategies to treat early-stage breast cancer.

"The most exciting part and really our core mission, is to reduce treatment costs for breast cancer," Watson said. "We're using this generic emergent drug, a repurposed drug, that isn't currently used for cancer -- and coincidentally it actually comes off patent this month. So it's going from a really expensive targeted therapy to a generic drug, and this is going to be a huge cost-saving opportunity for patients and for payers and for employers."

FDA to Approve Generic Drugs

Watson said by the end of 2025, there will be three FDA-approved generic versions of the drugs that will cause the price to come down substantially -- and instead of \$15,000 a month, will cost between \$500 and \$700 monthly.

Last August, MeCo and partner CNIO (Centro Nacional de Investigaciones Oncologicas, the **Spanish National Cancer Research Centre**), a Madrid-based group that helps develop new drugs and therapies, announced study data validating the "MeCo Score," the company's biomarker test.

MeCo and its biomarker test will partner with CNIO for antifibrotic therapy treatment to those who are candidates.

A survey shared at the **American Society of Clinical Oncology Quality Care**

Symposium from 2018 that said that nearly half of a sample of American patients with metastatic breast cancer, both insured and uninsured, reported being pursued by debt collectors related to cancer treatment bills. The survey also found that 54% of participants reported stopping or refusing treatment because of cost.

Watson also said that a survey of employers across the U.S. expect cancer costs to spike by 30% in three years and that 91% of those employers named breast cancer as the biggest driver in cost increase.

"So as excited as I am as a scientist for all the new drug development and all the exciting therapies that are coming out, and with all this exciting new innovation, all that we're doing is just transforming health problem into an economic problem," Watson said. "We're curing patients but we're saddling them with debt. And that's kind of shameful that this is taking place because you know it's hard enough to lose a loved one to cancer but then if you're paying off their debt for years afterwards, that's just salt in the wound."

Phase 2 Study Shows Clinical Benefit

Watson said about half of breast cancer patients will be able to be successfully treated with the drugs. He said the only way to find out if a person can be treated with them is "with a test like ours that essentially matches patients to that therapy."

Already clinically validated in four studies comprised of nearly 4,000 patients, working with collaborators at **Cleveland Clinic**,

Mayo Clinic, **George Washington University**, the **University of Arizona** and CNIO, Watson says MeCo anticipates publication of an article detailing the results of its Phase 2 study within the next five to seven weeks.

That article, he said, will demonstrate the first evidence of clinical benefit for antifibrotic therapy in breast cancer in patients who have a high MeCo score.

He said while patients with a low MeCo score don't benefit with the treatment vs. just standard care chemotherapy, patients who have a high biomarker that are identified as good candidates for the drug have tripled their relapse-free survival.

"That is an astonishing magnitude of benefit, and incredibly exciting opportunity because it actually turns out this is the most efficacious targeted therapy strategy for patients with luminal breast cancer, which is the majority of breast cancer patients," he said, but added that "the catch is it's only the patients that we identify as being likely to benefit," making MeCo's test essential to deploy the therapy.

Incubator Program Leads to Initial Fundraise

Watson has been working on the biomarker test since he left his native Canada and started graduate school in 2012 at the University of Arizona. That is where he professor (and MeCo co-founder) **Ghassan Mouneimne** began teaming up with CNIO, which fortuitously was working a trial with breast cancer patients at the same time.

➔ *MeCo* page 26

An Effective Approach to Business Succession Planning

PROVIDED BY **BUTTERFIELD SCHECHTER LLP**

■ By **MARC S. SCHECHTER**

With baby boomers reaching retirement age, business owners are facing the crucial decision of how to plan for the exit from their businesses. The operational demands of running a business are certainly time-consuming, however it is vital that business leaders take the time to assess their organization's business succession planning. The consequences of failing to get ahead of new leadership or ownership changes can be detrimental, especially due to the substantial transfers of wealth which are going to occur as business owners from the baby boomers' generation retire and new ownership structures are adopted in the coming years.

According to the advocacy group Project Equity, nearly half of all privately-held businesses with employees in the U.S. are owned by baby boomers. In California alone, nearly 290,000 businesses are baby-boomer owned, with 2.9 million employees.

The long-term survival of these businesses and the preservation of their wealth they have built will depend upon a clear and early focus on strategic succession planning. A solid succession plan not only drives the growth of a business and reduces taxes, but also sets the stage for retirement. Business owners have several options to consider when preparing for this transition, including (1) a transfer of ownership to the next generation of leadership (either to family members or employees), (2) selling the company to a third party, or (3) liquidating the business.

Although selling to a third party is a viable option, businesses may become so successful that the value of the company could begin to limit the number of potential buyers actually available in the market who can afford to purchase the business. Additionally, as an alternative, outside buyers may be hesitant to buy only a portion of the business because of concerns about not having full control of the business.

Business owners can easily navigate these



Marc S. Schechter
Co-Founder &
Attorney
Butterfield Schechter
LLP

issues and put their worries about the limited pool of outside buyers aside with an Employee Stock Ownership Plan, commonly known as an "ESOP." ESOPs offer a number of financial benefits, not only to the retiring owners but also to those who have contributed to the company's success and can possibly lose the most when the founders retire – the employees.

What Is An ESOP?

An ESOP is unique from all other employee benefit plans in that it allows the plan to invest for the employees' benefit directly in company stock, while most employee benefit plans invest in stocks and bonds of other companies. This provides the workers an opportunity to own a part of the company they work so hard to build and incentivizes them to improve company performance as they stand to benefit directly from increases in the value of company stock allocated to their ESOP accounts. Furthermore, it provides the additional benefit of liberty since ESOPs can be structured to purchase any portion of the shares that owners desire to sell. This means that the owners do not have to relinquish full control until they are fully willing and ready to do so.

Amongst the numerous benefits which ESOPs offer are significant tax savings for sellers, increased retirement savings for employees, and most importantly, a viable succession plan for retiring business owners. Contributing company stock to the ESOP trust can provide the company much needed tax deductions, resulting in more cash available for other company needs. Additionally, income earned by an ESOP is tax-exempt, which means that ESOP participants are not required to pay tax on the amounts allocated to their accounts, or on trust fund earnings, until distributions of their benefits begin. However, an employee can continue to defer taxes by rolling over his/her ESOP distributions into an IRA and until a withdrawal from the IRA is made.

Legislative Action to Support Employee Ownership

ESOPs have been a part of the Tax Code since 1976, however they have gained increasing popularity in recent years due to the large inventory of businesses on the market with a limited pool of buyers. Business owners who have spent their entire lives building a high-reputed company are also concerned about the consequences of selling their business to a buyer who is merely interested in its financial value.

To address these concerns, several states throughout the nation are taking action to push for employee-ownership as a succession option for retiring owners. In 2019, a pro-ESOP Bill was introduced by Senator Scott Will to incentivize California businesses to adopt ESOPs. Subsequently in 2022, Senate Bill 1407, the California Employee Ownership Act, was signed into law by Governor Gavin Newsom to promote employee ownership.

Other states such as Iowa, Missouri, and Colorado have also adopted legislation to promote ESOPs as a benefit for workers and the community and as a possible solution for thousands of retiring business owners.

ESOPs as a Solution for the "Great Resignation"

2022 was the year of the "Great Resignation" with more than 50 million workers quitting their jobs. Although the number of workers resigning from their jobs declined to 44.5 million workers in 2023, that is still a significant chunk of the U.S. workforce.

While several factors impact an employee's decision to leave their job, employers can get ahead of the high turnover rates by providing incentives to employees to stay with a company long-term. One big incentive is the employees' participation in an ESOP. An ESOP can serve as a retention tool because employees now have a stake in the future of the company. Not only would this save company costs associated with high turnover rates, but it would also provide a way to: (1) keep the company local, (2) provide good jobs to residents, (3) act as a beneficial member of the community, and (4) maintain the company's hard-earned

goodwill (something many business owners take pride in, especially when their name is attached to the company).

Important Considerations Prior to Implementing an ESOP

Before moving forward with an ESOP, business owners must consider a few factors. The primary factor to consider is the desire of current shareholders to decrease company ownership. ESOPs permit ownership of any percentage of the company stock. This means that not every shareholder needs to be interested in exiting the company nor does it require all shareholders to exit at once. However, existing shareholders must be willing to decrease their equity share in the business in order for ESOPs to be effective.

Another important factor to consider is the financial condition of the business. ESOP stock purchase transactions may involve debt financing for some businesses. This means that the company may need to obtain a loan from an outside party to subsequently loan that money to the ESOP so it can purchase the stock. While this may not be the case for all businesses, it is crucial that the company maintain a strong balance sheet to ensure that outside funds would become available, if needed. It is also important for the business to have strong historical profitability and future growth potential to ensure that the company can make the required contributions to the ESOP.

Lastly, retiring employers should also consider the composition of the workforce. A good, strong workforce that is interested in being retained is critical because high turnover rates can make administration of the plan more difficult. Nevertheless, the number of employees required to make the costs of implementing an ESOP worthwhile is fairly low and can be successfully accomplished even with 20 employees.

Overall, if a company is financially stable, has a culture which supports employee ownership, and retiring owners who desire to transition ownership, an ESOP can be an extremely effective succession planning tool. ■

- **Business owners can qualify for significant tax benefits when the time comes to sell their business**

- **Other tax advantages ESOPs offer business owners:**

- » If you'd like to sell part or all of your business, an ESOP enables you to do so without currently paying any capital gains tax.
- » You can also use an ESOP as a tax-advantaged method of financing your business. You benefit whether the financing is for yourself (e.g., to buy another company, purchase a retiring stockholder's interest or arrange for a son or daughter to take over the business) or for the company to buy new equipment. An ESOP can be used to significantly reduce financing costs.

- **Provide a market for thinly traded stock**

- **Create an atmosphere in which the employees want the company to succeed**

- **Provide liquidity for the estate of a large stockholder**

- **Allow the company owner to respond to demands for shared ownership, and attract, retain and reward employees without losing company control**

- **Reduce the cost of corporate stock repurchases**

- **Provide for the purchase of key-person life insurance policies on a fully tax-deductible basis.**

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Black Box Safety Boosted by Big State Contract

SUPPLIES: CA Body Armor Contract Largest in Industry

■ By JEFF CLEMETSON

EL CAJON – **Black Box Safety, Inc.** – distributor of safety equipment to government agencies and large organizations – is breaking into the body armor business in a big way.

The company recently landed a sole-source body armor contract with the State of California – the largest domestic law enforcement body armor contract in the U.S., and a first for a business the size of Black Box. The contract is a mandatory, exclusive leveraged purchasing agreement, initiated by the **California Department of General Services**, that serves to provide a method for all state agencies to purchase body armor and body armor related accessories.

Under the five-year contract, Black Box will provide several different types of armor from manufacturer **Point Blank** at fixed prices for specific items, while also offering Point Blank's entire catalog at a 42% discount from the suggested retail price.

Black Box Safety President **Jackson Dalton** said the company was able to beat out its competitor for the contract, **Safariland**, by bidding 2% lower.

"The company that we were competing against is publicly traded, has a \$1.7 billion market cap, they've held this contract



Jackson Dalton
President
Black Box Safety, Inc.

for the last 15 years – it's quite a disrupt," he said, likening the disruptive deal to the story of "David and Goliath."

In addition to supplying state law enforcement agencies – **California Highway**



Black Box Safety, Inc. Owner, Founder and President Jackson Dalton (left) and Owner and Vice President Griffin Forsyth sporting the Point Blank body armor that will be supplied to state law enforcement. Photo courtesy of Black Box Safety, Inc.

Patrol and Department of Corrections are the largest, but also any agency that has a law enforcement component – the contract also includes a provision where local agencies and municipalities can benefit from the

same terms.

"They are not bound by the contract, however, they can piggyback off the contract, they can leverage that contract vehicle and take advantage of the contract pricing, which is a pretty deep discount from retail," Dalton said, adding that Black Box has increased its headcount in order to reach out to municipalities and educate them on the contract and how they can take advantage of the terms.

The outreach effort has already led to success for the company, even beyond the state contract.

"We just signed a blanket purchase agreement with the **San Francisco Police Department**," he said. "They're carving out their own contract," Dalton said. "They want an exclusive contract that is direct with Black Box Safety for the Point Blank body armor."

Dalton expects that the body armor contracts will "quickly occupy" 50% of Black Box's gross revenue. The business comes at a crucial time for the company because a state spending freeze affecting all non-essential purchases will have "a dramatic impact" on Black Box's revenue from its industrial supplies business. He anticipates Black Box to have similar revenue this year to 2023 – about \$29 million.

COVID Boost Propels Startup Company

Dalton founded Black Box Safety in 2017, following a decade-long career in occupational health and safety, mostly at **3M**. He was drawn to the industry after a training

➔ *Black Box page 29*

Tendo Combines 'Silicon Valley DNA, Healthcare Expertise'

HEALTHTECH: Company's Culture Leads to Forbes Honor

■ By KAREN PEARLMAN

SAN DIEGO – Starting a company at the height of the COVID-19 pandemic has proven to be a healthy plan for brother-sister duo **Dan Goldsmith** and **Jen Goldsmith**.

In 2020, the Goldsmiths founded their company, **Tendo**, a software-based platform for healthcare services, with a mission to revolutionize healthcare by enabling seamless connectivity among patients, clinicians, providers and caregivers.

Tendo empowers and supports hundreds of hospitals, thousands of clinicians, and millions of patients across the United States, making care accessible, transactable and navigable.

Their commitment, Dan Goldsmith says, stems from a deep desire to enhance the lives of all involved.

The Goldsmith siblings started Tendo by embarking on a "nationwide listening tour," immersing themselves in the intricacies of the healthcare ecosystem and gaining what he said were "valuable insights into the challenges faced by healthcare providers and patients alike."

"Our year-long endeavor helped us understand the need for a technology platform that can streamline healthcare delivery, improve patient outcomes and reduce costs," Dan

Goldsmith said. "Armed with these insights, we brought together a team that combines Silicon Valley DNA and healthcare expertise."

Sibling Revelry in the Workplace

The siblings have been working together for more than 25 years, beginning their careers in consulting at firms like **Accenture**, **CSC** and **IBM**. Later, they joined the startup world and were part of the early team at **Veeva Systems**.

"Our collective efforts helped grow Veeva into a \$30 billion public company, which is now one of the most reputable software companies," Dan Goldsmith said. "Our work has driven global and industry-scale transformation in life sciences, education and now healthcare."

In addition to their operating work, the Goldsmiths have helped start and fund numerous early-stage companies, sat on public and private boards, and done philanthropic work.

"Our extensive experience, combined with our

dedication to delivering healthcare software that provides unparalleled consumer and clinician experiences, has helped us get to where we are today and will continue to help us achieve our mission of transforming the healthcare industry for the better," Dan Goldsmith said.

While the company does not disclose detailed numbers externally, the Goldsmiths say the company has benefited from high double-digit/low triple-digit growth since its onset.

Dan Goldsmith said that over the past three years, "despite challenging economic forces," Tendo achieved a \$550 million valuation within its first six months, drawing interest from major healthcare organizations.

The company's vision to simplify interactions between patients, clinicians, and caregivers has drawn investments from major venture capital firms.

Funding from Within to Start

"Jen and I were the first ones to provide funding for

Tendo," Dan Goldsmith said. "Seeing the interest and momentum our concept had gained, we decided to take on capital from **General Catalyst** and **Lux**. We are always exploring new ways to improve our operations, both organically and inorganically, and are committed to using the funds we receive responsibly. We believe that this approach will help us achieve our long-term goals and establish Tendo as a leading player in the industry."

The company's October 2023 acquisition of **MDSave** at \$150 million expanded Tendo's capabilities without additional capital or debt.

Dan Goldsmith said Tendo continues to look toward building a company that is enduring, makes a positive impact on the world and is a great place to work.

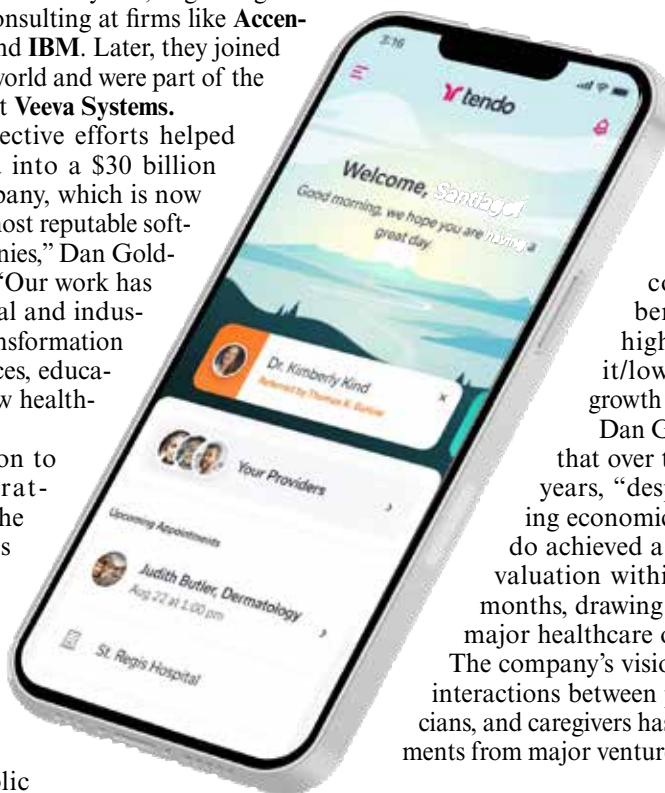
Tendo is a mission-driven company, Goldsmith said.

"What that means is that everything we do and the decisions we make come back to the question of 'How will this help patients, clinicians and caregivers?'" he said. "Many companies follow the money. They seek the budget holders and senior leaders to sell to. However, if you want to make an impact in industries like healthcare, you have to understand the distributed landscape of stakeholders and know that building to impact results in a much bigger and more enduring business."

"I have learned over the years that companies that start with a mission at their core, can be financially successful. However, the

➔ *Tendo page 29*

The Tendo platform simplifies interactions between patients, clinicians and caregivers. Image courtesy Tendo



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An artist's rendering of what some of the inside of the Navy SEAL Museum in San Diego will look like. The NSMSD is expected to open on Kettner Boulevard later this year. Artwork courtesy National Navy UDT-SEAL Museum

New Military Museum Signed, SEAled and Delivered

TOURISM: Site to Honor Military's Elite, Educate Public Coming Soon

■ By KAREN PEARLMAN

SAN DIEGO – San Diego County is closing in on its 100th museum, with the coming addition of a museum that will honor some of the military's most elite personnel, the U.S. Navy Sea, Air and Land teams, better known as the Navy SEALs.

SEALs are the Navy's primary special operations force and part of the **Naval Special Warfare Command**. Established in 1962, the group's original roots



Don McClure
Chairman of the Board
Navy SEAL Museum
San Diego

date back to 1942.

The **Navy SEAL Museum San Diego**, expected to open later this year on Kettner Boulevard in the old home of the **San Diego Museum of Contemporary Art**, will be dedicated to the elite warriors' 80-plus-year history and heritage and educate about modern missions. It will honor fallen SEALs and care for Special Operations families.

The museum is notable coming to a region where more than 600,000 military veterans

reside, and just across San Diego Bay from **Naval Base Coronado**, where all Navy SEALs are trained and led.

The museum is also a half a mile away from the **USS Midway Museum** on Harbor Drive, and **Don McClure**, chairman of the board for Navy SEAL Museum San Diego, says he expects crossover visitors. **USS Midway Museum** reported in 2012 that it was the first Navy ship to host 1 million visitors annually.

"It's going to be a great asset to



Todd Perry
Executive Director
Navy SEAL Museum
San Diego

the city and another anchor attraction," McClure said.

Construction Expected to Begin This Month

The museum's total SEAL experience in the two-story, 10,000-square foot building near the bayfront will offer first-person accounts, activated artifacts, digital media, immersive storytelling and galleries, and interactive full-body challenges, says its Executive Director **Todd Perry**.

➔ *SEAL Museum page 28*



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Autonomous Vehicle Tech Rides Big Rigs

TECHNOLOGY: Kratos Puts Military Know-How on the Road

■ By BRAD GRAVES

SAN DIEGO – The region's defense contractors occasionally stray beyond the boundaries of defense into the commercial realm. One example is shipbuilder **General Dynamics NASSCO**, which has occasionally turned out commercial cargo vessels, including two for the route between California and Hawaii.

In a similar way, **Kratos Defense & Security Solutions** (Nasdaq: KTOS) has been taking its military technology to the highways.

The military has been experimenting with autonomous vehicles for decades, including robot vehicles trained to follow other vehicles in convoys.

From Roadside Tech to Interstate Hauls

Kratos has been taking small steps in bringing the technology out of the defense space. Previously it supplied what is called "leader-follower platoon" technology to state transportation departments, for use in maintenance trucks stationed on the side of major highways. In 2023, Kratos applied the technology to trucks hauling sugar beets over short distances in North Dakota.

Now, with Ohio-based **Ease Logistics** as a partner, the Kratos Unmanned Systems Division is adapting autonomous truck technology for moving freight over the road in Class 8 tractor trailers. Terms of the contract were not disclosed.

Ease Logistics provided the vehicles, with 53-foot dry van trailers. Kratos retrofitted them with the self-driving technology.

The trucks will operate in leader-follower fashion, where the lead truck will have a qualified driver. The lead truck will send signals to the truck behind it, controlling its speed and direction. For now at least, a safety rider will be in the second truck. That person will be able to take over manual control at any time.

The trucks will travel on revenue-generating routes in Ohio and Indiana on round trips of 450 to 500 miles (roughly the distance between San Diego and the San Francisco Bay Area).

Self-Driving Truck Technology Has CAGR of 12.1%

Estimates on the growth of the self-driving truck market vary. **Allied Market Research** estimates the market will be valued at \$13.11 billion in 2025 and is projected to reach \$41.21 billion by 2035, with a compound annual growth rate of 12.1%.

Maynard Factor, vice president of business development with Kratos Unmanned Systems, sees a national defense aspect to this commercial application.

"Supply chain security is national security and using the Kratos Leader Follower Platoon is a solution that can strengthen a company's ability to maintain jobs and secure supply chain activity as a win-win," Factor said. ■



Maynard Factor
VP of Business
Development
Kratos Unmanned
Systems



Taiwan has placed an order for four MQ-9B SkyGuardian uncrewed aircraft, built in Poway by General Atomics Aeronautical Systems. Rendering courtesy General Atomics Aeronautical Systems

GA-ASI to Provide Aircraft to Taiwan

AEROSPACE: SkyGuardian Work Expected to Last Through 2027

■ By BRAD GRAVES

POWAY – The U.S. Air Force announced that General Atomics Aeronautical Systems (GA-ASI) has been awarded a not-to-exceed \$250 million contract for Taiwan MQ-9B SkyGuardian unmanned air vehicles, as well as support equipment.

Contract terms, specifications or price have not been agreed upon before performance has begun, making the deal an "undefinitized contract action," in Pentagon parlance.

The SkyGuardian aircraft, with its 79-foot wingspan, can gather intelligence with several sensors and deliver weapons. The aircraft can carry 4,750 pounds of payload on nine "hard points." It can fly at altitudes up to 40,000 feet and stay in the air for more than 40 hours. SkyGuardian has several improvements to previous models that let it fly in civil airspace.

This contract provides four MQ-9B unmanned air vehicles, two certifiable ground control stations, spares, and support equipment. Work will be performed in Poway and is expected to be complete by August 2027. The award is the result of a sole source acquisition and involves foreign military sales to Taiwan. Foreign military sales funds in the amount of \$120.4 million are being obligated at the time of award. The Air Force Life Cycle Management Center at Wright Patterson Air Force Base in Ohio awarded the contract on March 11. The deal was announced on March 12.

General Atomics Aeronautical Systems is an affiliate of **General Atomics**, based in San Diego's Torrey Pines Mesa neighborhood. The companies are privately held.

Q.E.D. to Support Ship Maintenance, Upgrades

The U.S. Navy awarded **Q.E.D. Systems**, a small business from Virginia Beach, Virginia, a \$30.8 million modification to a previously awarded contract related to shipyard work. The deal calls for specification development and availability execution support requirements for destroyers, cruisers, Littoral Combat Ships and several types of amphibious ships. Some 30% of work, worth an estimated \$9.24 million, will be performed in San Diego and is expected to be completed by February 2025. The Naval Sea Systems Command of Washington, D.C. awarded the contract on March 7. The deal was announced on March 8.

U.S. Army Taps Lexicon for Mission Support Services

Lexicon Consulting Inc., a small business from El Cajon, and **Lukos LLC**, a small business from Tampa, will compete for each order of a \$610 million firm-fixed-price U.S. Army contract for mission support services for the Army Training Support Center. Bids were solicited via the internet with 16 received. Work locations and funding will be determined with each order, with an estimated completion date of July 6, 2028. The Army Contracting

Command of Orlando, Florida, awarded the deal, announced on March 11.

General Atomics to Construct Satellite Payloads

General Atomics Electromagnetic Systems (GA-EMS) announced on March 11 that it was awarded a contract from **Lockheed Martin Space** to deliver missile warning, tracking and defense payloads to support the company's recently announced contract award to deliver 18 satellites for the Space Development Agency's (SDA) Tranche 2 Tracking Layer Program.

Financial terms of the deal were not disclosed.

GA-EMS is developing the Electro Optical and Infrared (EO/IR) sensor systems which includes the 16 Wide-Field-of-View (WFOV) Missile Warning/Missile Tracking infrared payloads and two Fire Control/Missile Defense (FC/MD) infrared payloads for integration into the Lockheed Martin satellites scheduled for launch in 2027.

The satellites will be launched into low Earth orbit (LEO) to be incorporated into SDA's Proliferated Warfighter Space Architecture LEO constellation to provide persistent worldwide real-time missile detection and tracking capabilities.

One Stop Systems Has Intelligence Customer

One Stop Systems (Nasdaq: OSS) of Escondido reported on March 12 that it will provide a liquid immersion-cooled data storage system to an unnamed global defense prime contractor for use on a mobile ground station. The client is an unnamed U.S. intelligence agency. Financial terms of the deal were not disclosed.

The pilot project is expected to lead to follow-on production orders.

OSS describes itself as a leader in rugged high-performance compute for artificial intelligence, machine learning and sensor processing at the edge.

The deployment will leverage OSS' unique rugged mobile edge technology, consisting of the company's Gen 4 PCIe 3U-SDS configured as a high-speed NVMe data recording system that can deliver up to 52 gigabits per second sustained storage bandwidth.

OSS will integrate two 3U-SDS units into a liquid immersion-cooled system which will be a part of a deployable ground station at the edge. The custom storage accelerator system will be ruggedized for the harshest of edge environments.

The immersion-cooled technology solutions utilize non-conductive, chemically inert, noncorrosive fluids. These liquids are similar to water and fully immerse products like the 3U-SDS, where the liquid's boiling point properties remove the heat from the electronics efficiently without the use of large heat sinks, fans or liquid pumps. The absence of heat sinks allows for very compact rugged platforms and helps provide high performance, and low noise, in small form factors, which are key product features for the edge. ■

Kratos Defense & Security Solutions **KRATOS**

FOUNDED: 1994 as Wireless Facilities Inc.

CEO: Eric DeMarco

HEADQUARTERS: Scripps Ranch

BUSINESS: Defense contractor

REVENUE: \$1.04 billion in 2023

STOCK: KTOS (Nasdaq)

EMPLOYEES: Approximately 3,900 full-time, part-time and on-call employees worldwide

WEBSITE: www.kratosdefense.com

CONTACT: 858-812-7300

NOTABLE: Kratos produces approximately 160 high performance tactical and target jet drones annually.

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



Jabril Battle

COMMERCIAL REAL ESTATE

New Hire

JLL is pleased to announce that Jabril Battle has recently joined the San Diego commercial real estate brokerage leasing team with a focus on office Tenant Representation. With over a decade of experience in sales across diverse industries, Jabril brings a proven track record of success in prospecting, lead generation, pipeline management, and sales leadership.

Jabril will be instrumental in cultivating new sales opportunities and offering valuable assistance to tenants in the San Diego region. His commitment to delivering value-add solutions to clients aligns with JLL's dedication to excellence.



Martina Sotka

BANKING & FINANCIAL SERVICES

New Hire

Martina Sotka joins Enterprise Bank & Trust with more than 32 years of banking and financial services experience. She has held several other banking positions, such as Commercial Banking Market Leader at Umpqua Bank, and also spent 19 years at Wells Fargo. During her time at Wells Fargo, Martina completed the Rising Talent Program and Business Acumen for Managers and was recognized by the financial institution for her outstanding performance as a two-time recipient of the Top Performer award. She received her bachelor's degree in paralegal studies from Stevenson University in Towson, Maryland, and graduated from Pacific Coast Banking School.

Originally from the Czech Republic, Martina speaks fluent Czech. She grew up on the east coast, where she began her banking career before relocating to the San Francisco Bay area in 1997. Her father was a self-made man who owned a business for more than 27 years in the San Diego area, and watching her father manage his business inspired Martina to work with and help business owners. She is a mentor for the American Corporate Partners (ACP) organization, a national nonprofit dedicated to helping returning veterans build meaningful careers. Martina's passion for financial education and empowerment lead her to give back to the community and work with children through Junior Achievement.



Charity Dunphy

ARCHITECTURE

Promotions

We are proud to announce the promotion of Charity Dunphy, AIA to Principal and Partner. Charity has been with the firm since 2013 and has been part of office leadership since 2019. She graduated with a Bachelor of Architecture from Virginia Tech in 2006 and has been a licensed architect since 2012. This new title recognizes her even greater role as a leader, strategic planner, and firm owner. Charity has demonstrated exceptional abilities in maintaining firm excellence, from quality control reviews to technical standards and best practice documentation. Charity also manages the workload scheduling and internal continuing education efforts for the entire office and is an invaluable mentor and colleague.



Jennifer Hatton

Also promoted are Jennifer Hatton to Senior Associate and Marcela Gracia to Associate. As new Associates, Jennifer and Marcela will have the chance to expand their responsibilities beyond day-to-day projects and play a leadership role in setting the future direction of the office. Jennifer Hatton, Senior Associate, is a highly qualified architect and project manager. Her passion for architecture is rooted in community-serving design. She completed her architecture education at the prestigious University of Kansas and the University of Karlsruhe in Germany. Since joining Studio E Architects in 2019, she has established herself as a leader through wide-ranging initiatives from the development of a mission statement to the examination of our internal design culture. As a superb organizational and strategic thinker, she will be a critical player in charting the course for the firm.



Marcela Gracia

Marcela Gracia, AIA, Associate, earned a Bachelor of Architecture degree from the University of Arizona in 2013, and went on to complete a Master of Architecture degree at the University of Virginia in 2015. Shortly after, Ms. Gracia joined Studio E Architects, where she established herself as a highly skilled and creative young designer. With a keen eye for detail and an unwavering commitment to excellence, she has consistently produced outstanding work. In her time with the firm, she has not only achieved licensure and grown to a project manager role, but she has spearheaded office research and development efforts. Her contributions have been invaluable to the firm, and her passion for architecture is evident in everything she does.



REAL ESTATE

Ray Huard | rhuard@sdbj.com

Personal Experience Guides Home Building Advocate

REAL ESTATE: New BIA Chair Mahoney Aims to Ease Permitting

■ By RAY HUARD

SAN DIEGO COUNTY – As the new chair of the **Building Industry Association of San Diego County**, Rita Mahoney's commitment to creating more housing is deeply ingrained as a result of her own history.

Mahoney, the director of planning and land development for **ColRich** for the past 11 years, vividly recalled being evicted from her home as a child.

"It definitely was a formative moment for me in my life," Mahoney said. "My parents had some struggles. They struggled with addiction and mental health issues."

After losing their home when she was 11, Mahoney said her family lived in substandard housing that was infested with mold.

"I still, to this day, struggle with lung challenges and asthma as a result of living there," Mahoney said.

Her appointment as BIA chair "means a great deal to me personally, given my history with housing," Mahoney said.

"In practical terms, it gives me a platform to continue to push for change, for more homes and apartments San Diegans can afford. All of us, every one of us, deserves a home. Nothing is easy without a home. Everything is harder," she said. "Everybody needs a home. You can't have a good quality of life if you don't live in a house that's safe and clean that's reasonably affordable."

Easier Permitting

A graduate of the **University of California San Diego**, Mahoney earned a degree in urban planning.

"Ever since that time, I have been building communities and entitling land," Mahoney said. "I was always drawn to housing, I always loved model homes."

Her focus at ColRich has been environmental planning and "managing the entitlement process through final permitting."

One of her big gripes is the amount of time it takes to get projects through permitting, adding that 40% of the cost of a new home is due to permitting expenses.

"I was technically a young woman when I started working on our Otay Mesa project and I certainly am not young," Mahoney said. "I don't think I've ever had a project in my 35-year career that sailed through."

One of her key goals as BIA chair is to persuade the **San Diego County Board of Supervisors** to change county permitting procedures similar to those that the **City of San Diego** has adopted to make it easier to build new housing.

"The City of San Diego has really been the workhorse," Mahoney said.

With the median price of a single-family home reaching \$980,000 in February, according to the **Greater San Diego Association of Realtors**, "I don't think we'll see housing prices come down significantly unless we really increase the supply," Mahoney said.

"Housing is out of reach for so much of the population," Mahoney said. "It's going to affect our ability to retain and attract talent for high level jobs." ■



Rita Mahoney
Chair
Building Industry
Association of San
Diego County



A new housing and dining complex is under construction at CSU San Marcos. Rendering courtesy of CSU San Marcos

CSU San Marcos Building Housing, Dining Complex

REAL ESTATE: \$126.3M Project Envisions as 'Access, Equity' Model

■ By RAY HUARD

SAN MARCOS – **California State University San Marcos** has started construction of \$126.3 million student housing and dining complex.

Known as the **University Village Student Success Housing**, the new housing is meant to give low-income freshmen an option to live on campus.

"Cal State San Marcos envisions this project as a model for on-campus housing access and equity, aiming to increase access for underserved, low-income students and support their social mobility and success in their journey toward a higher education degree," said **Jason Schreiber**, associate vice president and dean of students.

The project covers 2.5 acres in a former parking lot at the corner of Campus View Drive and Campus Way and will include a five-story residence hall of about 127,000 square feet adjacent to a two-story dining hall of about 10,000 square feet.

Designed by **Gensler** with **McCarthy Building Companies** as the general contractor, the residence hall will have 555 beds in three wings.

Of those, 390 will be classified as affordable for low-income students, 150 will be available to the general student population, and 15 will be for resident advisers.

"We all try every day to remove obstacles our students face in their pursuit of higher education, because worrying about rising rent costs or not knowing where your next meal may come from has an impact on a student's academic and personal success. Here at CSUSM, we are dedicated to meeting those basic needs for all our students, and this new project is testament to that commitment," CSUSM President **Ellen Neufeldt** said at a January groundbreaking.

"Given the rising costs of living across our region, the University Village Student Success and Dining Project is vital to ensuring the success of our first-year students as they get acclimated to college life and living on their own," Neufeldt said.

Schreiber said that details on

how to determine which students will be eligible for the housing will be worked out over the next year.

Expanding Low-Income Housing Filling a Need

Scheduled to be completed in summer 2026, the project will increase the capacity of the college's on-campus housing to about 3,000.

About 12% of students live on campus this year. With the new housing, about 19% of students will be living on campus in 2026, Schreiber said.

CSUSM had an enrollment of 16,000 students for the 2023-2024 school year, including nearly 2,800 freshmen.

According to the college, 55% of students are the first in their family to go to college and 44% have exceptional financial need.

Schreiber said that 83% of CSUSM San Marcos students receive some form of financial aid.

The college in 2022 completed **North Commons** with housing for 332 students and an 8,000-square-foot dining hall.

The new dining hall that's under construction will have an indoor seating capacity of 210 with outdoor patio seating for 110.

"Outdoor courtyards will create connection spaces between student housing and dining and provide outdoor space for studying, relaxing and events," Schreiber said. "There will be large windows through the project."

Designed to be LEED silver certified, "The building has been designed to maximize efforts to reduce energy consumption and take advantage of (natural) lighting and wind," Schreiber said. ■



Jason Schreiber
Associate VP & Dean
of Students
California State
University San
Marcos



Ellen Neufeldt
President
California State
University San
Marcos

Building Industry Association of San Diego



FOUNDED: 1938

HEADQUARTERS: Kearny Mesa

CEO: Lori Holt Pfeiler

BUSINESS: nonprofit housing industry advocate

MEMBERS: 5,000+

WEBSITE: www.biasandiego.org

CONTACT: 858-450-1221

NOTABLE: The Building Industry Association (BIA) of San Diego County exists to represent the many companies that plan, design and build the many places where San Diegans live, work and play

California State University San Marcos



FOUNDED: 1989

HEADQUARTERS: San Marcos

PRESIDENT: Ellen Neufeldt

BUSINESS: higher education

ENROLLMENT: 16,000

WEBSITE: www.csusm.edu

CONTACT: 760-750-4000

NOTABLE: CSUSM opened in August 1990 in rented office space with 448 juniors and seniors, a dozen faculty members and nine majors. In 1991, seven students were awarded the first Bachelor of Arts degrees in campus history.



Construction of a new Terminal 1 at San Diego International Airport is among the major ongoing projects in the region. Photo courtesy of Latitude 33 Planning and Engineering

SPECIAL REPORT: CONSTRUCTION

Builders Cautiously Optimistic About Long-Term Industry Outlook

CONSTRUCTION: Backlogs of Public Sector, Housing, Education Projects Helping Local Companies

■ By RAY HUARD

SAN DIEGO COUNTY –

At least two of San Diego’s biggest construction companies see good times ahead for the region’s building industry.

“I think San Diego is actually headed towards its heyday,” said **Zack Hammond**, San Diego general manager of **Suffolk Construction**.

“We’re at the forefront of a big building boom,” Hammond said, adding that Suffolk is forecasting that San Diego’s construction market will increase 8%, year-over-year, for the next three years, reaching an annual market of \$8 billion to \$9 billion.



Zack Hammond
San Diego General Manager
Suffolk Construction

“Some developers are hoping and foreseeing a correction in the same way that we did after the mortgage-backed security crisis. That could happen in some markets,” Hammond said. “We’re actually seeing that happen nationally in some



Robert Betz
Executive Vice President
McCarthy Building Companies

markets, in some product types, but I don’t think we’re going to see it here in San Diego.”

Hammond said life science construct has slowed “but it will come back.”

Hammond said that developers from places like San Francisco, Boston and New York, where the market is weaker, are starting to come to San Diego looking for work.

“We’re actually seeing that with design teams as well,” Hammond said.

Among Suffolk’s ongoing projects is a \$145 million Hillcrest building by **Cedar Street Companies** in partnership with **Quartz Lake Capital**, with 301 apartments, a \$43.5 million performing arts center at **Liberty Station** by the **NTC Foundation** and **Cygnit Theatre**, and a 23-story apartment tower in Bankers Hill by **Floyd Properties & Development** that will have 260 apartments.

Equally enthusiastic about the outlook for San Diego’s construction business was **Robert Betz**, executive vice president of **McCarthy Building Companies**.

Betz said that there’s been a bit of a

slowdown in private sector construction projects, but that’s been made up for by public sector spending, especially for health care projects.

“I’m talking billions of dollars of new healthcare (projects) coming out over the next two years,” Betz said, adding that health care providers like the **University of California San Diego** have major projects to meet a 2030 deadline to comply with seismic safety standards.



Scott Sass
Business Unit Leader
DPR Construction

“Where the private sector is kind of in a lull, the public sector, and I’m including all healthcare in that, has seen some dynamic increase in activity that’s going to keep everybody busy for the immediate future,” Betz said. “I think if the feds would help us out a little bit, lower some interest rates, we could see the private sector come back, sooner rather than later.”

Coupled with a sharp decline in venture capital investment in San Diego life science companies, high interest rates caused some projects to be put on hold, Betz said, but he said McCarthy pivoted to find other work, “so it really didn’t

hurt us from a volume standpoint.”

McCarthy Construction’s ongoing projects include the **Gaylord Pacific Resort & Convention Center** in Chula Vista, **Scripps Health La Jolla Tower II** hospital tower, the **UCSD Triton Center**, and the **Bioterra** life science campus by **Longfellow Real Estate Partners** in Sorrento Mesa.

Signs That ‘San Diego’s Still a Good Investment’

Scott Sass, business unit leader of **DPR Construction**, said that he’s “super busy.”

DPR’s primary markets in San Diego are life science, healthcare and higher education.

“We’ve got some really big opportunities that we’re chasing,” Sass said. “We have some significant backlog for this year,” adding that, “We’re probably going to be higher in revenue than we were in 2023.

“We’ve got good backlog for 2025, but we don’t expect to be at the same level that we’re at this year,” he added.

On the downside, Sass said some life science projects were shelved.

Matt Semic, principal and president of **Latitude 33 Planning and Engineering**, said that some projects that had been planned as life science are being retooled, particularly in Sorrento Mesa and environs.

“That market was saturated,” Semic said. “There was a gold rush for the next attractive tenant, and it outpaced the demand of the market.”

Overall, Semic said that his company is doing better in 2024 than it did last year and has a backlog of at least 18 months of work, in part because Latitude 33 has diversified.

“We’re seeing a few markets that are very encouraging, in fact, better than they have been in the past few years,” Semic said.

Healthcare, higher education, defense and aviation with the construction of a new Terminal 1 at **San Diego International Airport** are among those that remain strong, Semic said.

Residential homebuilders also have



A new El Centro police station is among the latest projects by San Diego’s Barnett-Reese Construction. Photo courtesy of Barnhart-Reese Construction



A \$145 million Hillcrest apartment complex is among the San Diego projects planned by Cedar Street Companies in partnership with Quartz Lake Capital. Photo courtesy of Cedar Street Companies

Construction

from page 13



Andre Childers
President
Pacific Building
Group

projects in the design and permitting stage, Semic said.

"It's a good sign that San Diego's still a good investment," Semic said.

Andre Childers, president of **Pacific Builders Group**, said he's "cautiously optimistic" about San Diego's construction market for the rest of 2024, heading into 2025.

"There's a lot of uncertainty with an election year, interest rates – some items out of our control – but there's also some optimism in terms of activity, certainly on the design side of things, that we're seeing," Childers said. "We're optimistic that the worst is behind us."

Childers said that Pacific Builders Group has a strong backlog of work.

"We have a couple of large projects that are anchor projects, and we have a steady flow of tenant improvements starting in the next couple of months," Childers said.

High Interest Rates Bring Ebbs and Flows

Economist **Gary London**, senior principal of **London Moeder Advisors**, had a reserved outlook for the near-term construction outlook.

"I think this is going to be a choppy year with respect to interest rates," London said. "High interest rates are going to mostly inform activity going forward. The deals are going to experience narrowing feasibility issues over the coming year, which undoubtedly is going to slow the construction cycle."

At the same time, London said that construction will move forward on apartment projects that have already been financed.

"The apartment industry is going to remain fine, but I don't think we're going to see nearly as much (construction) as we've seen in the last few years," London said.



Alan Nevin
Director, Economic
Research
GAFCON

Alan Nevin, director of economic research at **GAFCON**, said that he's counted ongoing apartment construction at dozens of sites throughout San Diego County.

"The reality is that there's enough in the pipeline that's actually building right now that will take care of our demand level for a couple of years," Nevin said.

They include apartment projects in Oceanside, Mission Valley, National City, Chula Vista, Clairemont and Valley Center, Nevin said.

In Mission Valley alone, Nevin said that Hines just broke ground for construction of nearly 1,000 apartments.

"There's a lot going on," Nevin said.

Mike Mahoney, Western Region manager of **Ryan Companies**, said that the multi-family market, which is one area that Ryan specializes in, has slowed for the moment, but remains strong long term "just due to the housing imbalance and housing shortage we have in San Diego."

Mahoney said that Ryan Companies will break ground in April on a 278-unit multi-family project in Otay Ranch, but he said that about a third of Ryan's clients have put projects on hold.

"It's interest rates, it's capital, it's construction costs – the formula doesn't work for a lot of developers right now," Mahoney said. "When the fed decides to cut interest rates somewhere between 50 and 75 basis points, I think some deals will start unlocking."

A basis point is 0.01%. **Doug Barnhart**, chairman of **Barnhart-Reese Construction**, said that two market segments that his company works in – healthcare and public



Mike Mahoney
Western Regional
Manager
Ryan Companies



Doug Barnhart
Chairman
Barnhart-Reese
Construction

works – are doing well.

Barnhart-Reese earlier this year was awarded contracts to build the \$6 million **Sharp Moore MountainView Hospice Home** in Poway and a \$40 million police station in El Centro and completed construction of a \$25.5 million medical office building in Murrieta.

Similarly, **Matt Gates**, president of **Erickson-Hall Construction Company**, said that public works and education projects are keeping his company "pret-

ty busy."

"We're doing a lot of school work and essential services – a fire station for North County Fire Protection (District) as construction manager, design-build contractor for Vista, building a fire station there, San Diego Unified (School District), America's Finest Charter School," Gates said.

Kirt Gilliland, a senior vice president and San Diego market lead of project development services for **JLL**, said that he's starting to get calls from architectural firms looking for work,

which could be an indicator of a slowdown to come.

Unlike Hammond and Betz, Gilliland said that, "I don't see a lot of projects on the horizon for the next three quarters, maybe four quarters."

"The office market still hasn't come back. We're seeing people downsize. If they have 50,000 square feet, they're downsizing to 30,000 square feet," Gilliland said.

Bright spots for new construction are affordable housing



Kirt Gilliland
Senior Vice President
JLL

projects, K-12 and college projects, and local government projects like fire stations, according to Gilliland.

"All of that stuff is going really well," Gilliland said.

Andrew Bohnert, vice president and general manager of **Property Management Advisors**, said that some companies

are using this time to work on project design and permitting, anticipating an improvement in financing looking past 2024.

"Certainly, there are some projects across the industry that have been put on hold or put on pause, but there's opportunity there for owners who want to continue forward to test their strategy and to get to milestones that leave them poised to act when the markets change or interest rates come down," Bohnert said. "I'm certainly optimistic about the long-term outlook in San Diego."



Andrew Bohnert
VP & General
Manager
Property Management
Advisors

Although interest rates have caused some projects to be put on hold **Mike Berryhill**, vice president and San Diego division manager of **Swinerton Builders**, said that there are workarounds.

"Some developers have enough internal equity or maybe have owned the land for many years, and they still have very good opportunities for successful projects," Berryhill said. "We feel that these market conditions will be changing by the end of 2024 and into 2025 and we will be seeing a lot more momentum

in the industry."

Immediately following the COVID-19 pandemic, construction companies reported that they had trouble getting equipment because of supply chain issues and that the cost of labor and materials were rising at a rapid pace.

That has eased, although company executives said that there are still supply issues for things like electrical equipment.

"It's not across the board like it used to be," said Sass of DPR. "There are still some different materials and pieces of equipment that are still problematic, but for the most part, that's calmed down."

Things like lumber spiked, but that's moderated," said Mahoney of Ryan Companies. "Now you've got labor that's still tight. There's a lack of a skilled workforce out there."

Building code updates have also added to overall construction costs, Mahoney said.

An added wrinkle to the labor market is that San Diego's high housing costs have made it harder for companies to recruit workers from outside the region and even keep those they have, according to Gilliland of JLL and Semic of Latitude 33.

"We're losing the skilled workforce when we need more," Semic said. ■



Matt Gates
President
Erickson-Hall
Construction
Company



Mike Berryhill
Vice President &
San Diego Division
Manager
Swinerton Builders



A new hospital tower for Scripps Health is among the ongoing projects by McCarthy Building Companies. Photo courtesy of McCarthy Building Companies

LARGEST CONSTRUCTION PROJECTS

Ranked by project contract amount

Rank	Project name Address	Contract amount	General contractor(s)	Description	Square footage Date of (planned) completion	Developer/Owner Architect/architectural firm
1	SDIA New Terminal 1 3225 N. Harbor Drive San Diego 92101	\$2.6B	Turner-Flatiron, A Joint Venture	New terminal building with 30 gates, new airport access road, arrivals and elevated departure roadways, pedestrian bridges, new parking plaza, and upgrade to existing central utility plant	1.21M 2028	San Diego County Regional Airport Authority Gensler
2	Research and Development District (RaDD) 525 N. Harbor Drive San Diego 92132	\$968M	Turner Construction Co.	Mixed-use life sciences campus with laboratory, office, and retail space	1.7M 2024	IQHQ Gensler
3	Gaylord Pacific Resort Hotel and Convention Center Chula Vista 91910	\$900M ⁽¹⁾	McCarthy Building Companies Inc.	New 1,600-key resort hotel and 664,000-square-foot conference center + parking	1.8B May 2025	RIDA Development HKS Architects Inc.
4	Sharp Metropolitan Modernization Project San Diego 92123	\$600M	McCarthy Building Companies Inc.	Additional medical buildings, parking, mechanical/plumbing buildings and systems	474,000 February 2031	Sharp Healthcare HDR Architects
5	San Diego USD Canyon Hills High School WSM Phase II 5156 Santo Road San Diego 92124	\$560.5M	Sundt Construction Inc.	Upgrading existing classroom, administrative, and gymnasium spaces within four existing buildings on campus, new mixed-used structures	43,000 October 2025	San Diego Unified School District Harley Ellis Devereaux (HED)
6	Ridge Walk North Living and Learning Neighborhood 9500 Gilman Drive La Jolla 92093	\$533.7M	Hensel Phelps	Mixed-use neighborhood with new residence halls	943,800 November 2025	UC San Diego EYRC and HMC Architects
7	Riverwalk Mixed-Use Development 1150 Fashion Valley Road San Diego 92108	\$460M	W.E. O'Neil Construction Co. of San Diego	200-acre mixed-use community	2M July 2026	Hines Interests Gensler
8	Scripps Memorial Hospital La Jolla Tower II La Jolla 92037	\$452M	McCarthy Building Companies Inc.	7-story tower with basement level, connecting bridges at multiple levels, CEP expansion, new helistop	415,000 March 2025	Scripps Health HGA
9	University of California, San Diego Hillcrest Medical Campus Redevelopment Phase 1 200 W. Arbor Drive San Diego 92103	\$370M	DPR Construction	Outpatient pavilion, 1,800-stall parking structure, central utility plant	255,000 2025	UCSD CallisonRTKL
10	North City Phase A Apartments 222 N. City Drive San Marcos 92096	\$345M	Turner Construction Co.	460-unit multi-family residential project with 20,000 square feet of ground floor retail	825,000 2026	Sea Breeze Properties Safdie Rabines Architects
11	UCSD Triton Center La Jolla 92093	\$336M	McCarthy Building Companies Inc.	New building for chancellor, university's welcome center, alumni center, student health clinics, classrooms and administrative offices for campus support	421,000 February 2026	UCSD LMN Architects
12	Pepper Canyon West Living and Learning Neighborhood Gilman Drive La Jolla 92037	\$335.5M	Clark Group	High-density student housing project	580,000 December 2024	UCSD Perkins & Will
13	Torrey View 11202 El Camino Real San Diego 92130	\$320M	Clark Group	Commercial life sciences development featuring three research and development buildings, a tenant clubhouse, and a below-grade parking structure	515,000 December 2024	Breakthrough Properties LLC Flad Architects
14	Aperture Campus Phase II 6027 Edgewood Bend Court San Diego 92130	\$310M	DPR Construction	Life science and office space project that is the new corporate headquarters of Neurocrine Biosciences	550,000 2024	Gemdale USA Dowler-Gruman Architects
15	Sterling Bay W. Pacific Mesa 9985 Pacific Heights Blvd. San Diego 92121	\$270M	BNBuilders Inc.	Life sciences campus	500,000 January 2025	Sterling Bay West Gensler
16	Jamul Indian Village - Jamul Hotel 14145 Campo Road Jamul 91935	\$270M	C.W. Driver Cos.	New 16-story, 254,000 SF hotel and a 350-space parking structure	254,000 March 2025	Jamul Indian Village of California JCJ Architecture
17	Campus at Horton 324 Horton Plaza San Diego 92101	\$266M	Turner Construction Co.	Mixed-use life sciences campus with laboratory, office, and retail space	1M 2024	Stockdale Capital Partners Retail Design Collaborative (RDC)
18	San Diego International Airport Terminal 1 Parking Plaza 3835 N. Harbor Drive San Diego 92010	\$225M	Swinerton Builders	Five-level, 5,230-stall parking structure	2M Summer 2025	San Diego County Regional Airport Authority Watry Design Inc.
19	The Lindley 1331 Columbia St. San Diego 92101	\$195M	Swinerton Builders	37-story residential tower	737,000 Winter 2025	Toll Brothers Apartment Living Joseph Wong Design Associates
20	Youth Transition Campus 2801 Meadow Lark Drive San Diego 92123	\$190.5M	Balfour Beatty US	Renovation and rebuilding of existing site and facility	NA 2024	County of San Diego DLR Group
21	Harrington Heights 1320 Broadway San Diego 92101	\$150M	Level 10 Construction	15-story affordable housing development that includes 273 studio and two-bedroom units, below-ground parking, commercial spaces	195,275 September 2025	Chelsea Investment Corp. Joseph Wong Design Associates
22	Longfellow Bioterra San Diego 92121	\$136M	McCarthy Building Companies Inc.	Structural steel lab building featuring five floors with a penthouse	325,000 September 2024	Longfellow Real Estate Properties HOK
23	Ionis Pharmaceuticals Carlsbad R&D Facility 2830 Whiptail Loop Carlsbad 92010	\$130M	BNBuilders Inc.	R&D building, parking structure	165,000 December 2025	Oxford Properties DGA
24	Bioscience Property Investments Headquarter's Point Sorrento Mesa 92075	\$124.7M	McCarthy Building Companies Inc.	Two life science buildings, lot parking and subterranean parking	190,000 June 2024	BioScience Property Investments Perkins & Will
25	Hotel Del Coronado - Victorian Renovation 1500 Orange Ave. Coronado 92118	\$118M	Swinerton Builders	Hotel renovation	262,000 Winter 2026	BRE Hotels & Resorts GSB Architects Inc.
26	UCSD Viterbi Family Vision Research Center 9500 Gilman Drive La Jolla 92037	\$116M	Rudolph and Sletten Inc.	Wet lab and computational space, along with supporting spaces	100,000 March 2025	UCSD NBBJ
27	CSU San Marcos University Village Student Success San Marcos 92096	\$106M	McCarthy Building Companies Inc.	Seven-story student housing (dorm) and dining building	138,051 May 2026	Cal State University, San Marcos Gensler
28	San Diego State Life Sciences 5500 Campanile Drive San Diego 92182	\$100M	Hensel Phelps	Life sciences building	67,000 August 2027	San Diego State University SmithGroup
29	San Diego Symphony Copley Hall Renovations Phase 2 1245 Seventh Ave. San Diego 92101	\$92M	Rudolph and Sletten Inc.	Renovation and facility upgrade, new administration space	88,000 August 2024	San Diego Symphony HGA Architects
30	USD Wellness Center and NCAA Practice Facility 5998 Alcalá Park San Diego 92110	\$90M	Rudolph and Sletten Inc.	NCAA basketball practice facility, sports and wellness facilities	85,000 August 2024	University of San Diego Tucker Sadler Architects & Populous
31	Sharp Rees-Stealy Otay Ranch Medical Center Expansion 1400 E. Palomar St. Chula Vista 91913	\$86M	DPR Construction	Two-story medical office building	60,000 2025	Sharp HealthCare HGW Architecture
32	Frontwave Arena Oceanside 92056	\$85M	Level 10 Construction	Community entertainment and sports arena	170,000 July 2024	Oside Arena Holdings LLC ICON Architects
33	Southwestern CCD Instructional Complex 1 Chula Vista 91910	\$82.7M	Rudolph and Sletten Inc.	Classrooms, faculty offices, photovoltaic system and planetarium	113,000 September 2024	Southwestern Community College District Gensler

NA Not applicable/available

Source: The companies.

Eligible projects must be currently under construction defined as having broken ground. Projects must be located within San Diego County. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions to the Research Department at the San Diego

Business Journal at sdbjlists@sdbj.com. This list may not be reprinted in whole or in part without prior written permission from the editor. Some companies have declined to participate or did not return a survey by press time. It is not the intent of this list to endorse the participants or to imply a company's size or numerical rank indicates its quality.

⁽¹⁾ Construction costs per City of Chula Vista.

LARGEST CONSTRUCTION PROJECTS

Ranked by project contract amount

Rank	Project name Address	Contract amount	General contractor(s)	Description	Square footage Date of (planned) completion	Developer/Owner Architect/architectural firm
34	Southwestern College Student Union 900 Otay Lakes Road Chula Vista 91910	\$80.3M	Balfour Beatty US	Student union building	85,000 Spring 2024	Southwestern College Gensler
35	The Scripps Research Institute Gateway Project 10590 John J. Hopkins Drive San Diego 92121	\$80M	DPR Construction	Lab building and parking structure	150,000 Mid 2024	Scripps Research Institute Dowler-Gruman Architects
36	Gillespie Field iPark 1756 Weld Blvd. El Cajon 92020	\$80M	C2 Building Group	Ground-up construction of manufacturing building	380,000 October 2024	Chesnut Properties Ware Malcomb
37	Breakthrough Properties Governor Pointe 6220 Greenwich Drive San Diego 92122	\$75M	BNBuilders Inc.	Lab and office space conversion	160,000 February 2025	Breakthrough Properties McFarlane Architects
38	SDUSD San Diego High School Whole Site Modernization 1405 Park Blvd. San Diego 92101	\$74M	Swinerton Builders	Campus-wide improvements and renovations	275,000 Fall 2026	San Diego Unified School District Architects Mosher Drew
39	Hall of Justice Major Systems Renovation 330 W. Broadway San Diego 92101	\$72.4M	Balfour Beatty US	Renovation of the 14-story Hall of Justice	425,400 October 2025	County of San Diego Gensler
40	Kearny HS WSM Phase II 1954 Komet Way San Diego 92111	\$69.6M	Balfour Beatty US	New two-story welcome center and modernization/renovation of existing nine classroom buildings, upgrades to softball field	NA November 2026	San Diego Unified School District SGPA
41	New Otay Ranch Village 2 Elementary School 84 E. J St. Chula Vista 91910	\$66M	Balfour Beatty US	New school with 26 classrooms, six kindergarten classrooms, an innovation center, a virtual reality lab, multipurpose room, solar panels, artificial turf field and track	90,600 July 2024	Chula Vista Elementary School District Ruhnau Clarke Architects
42	East Village Green 13th St. San Diego 92101	\$61.7M	Barnhart-Reese Construction Inc.	East Village Green community park	13,657 June 2025	Civic San Diego Safdie Rabines with OJB Landscape Architects
43	Del Mar Heights School Rebuild 13555 Boquita Drive Del Mar 92014	\$61.6M	Balfour Beatty US	Demolition of the existing K-6 school and construction of an entirely new campus	67,000 June 2024	Del Mar Union School District DLR Group
44	San Diego USD Morse High School Administration and Performing Arts Center Phase III 6905 Skyline Drive San Diego 92114	\$61.1M	Sundt Construction Inc.	New administration building, performing arts center, campus entry	36,717 July 2024	San Diego Unified School District RNT Architects
45	Vista High School Classroom Buildings 1 Panther Way Vista 92084	\$58.6M	Erickson-Hall Construction Co.	Two new classroom buildings	76,271 May 2024	Vista Unified School District Alpha Studio Group
46	Spreckels Elementary School 6033 Stadium St. San Diego 92122	\$55M	Balfour Beatty US	Campus modernization	NA 2024	San Diego Unified School District Marcatects
47	San Ysidro Health Kimball-Highland 14th St. & Kimball Way National City 91950	\$53M	Consolidated Contracting	New medical office building with OSHPD-3 requirements	134,000 4/30/25	San Ysidro Health Ray Fox & Associates

NA Not applicable/available

Source: The companies.

Eligible projects must be currently under construction defined as having broken ground. Projects must be located within San Diego County.

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

the list, omissions and typographical errors sometimes occur. Please send corrections or additions to the Research Department at the San Diego Business Journal at sdbjlists@sdbj.com. This list may not be reprinted in whole or in part without prior written permission from the editor. Some companies have declined to participate or did not return a survey by press time. It is not the intent of this list to endorse the participants or to imply a company's size or numerical rank indicates its quality.

County of San Diego Youth Development Center

Logan Memorial Educational Complex

BEST K-12 EDUCATION AWARD
ENR, CA 2023

Building New Futures

We are proud to build and shape healthy environments, inspiring future generations across San Diego for years to come.

Balfour Beatty

WOMEN of INFLUENCE in CONSTRUCTION 2024



MELINA ALUWI
HED



STEPHANIE ANTL
SGPA ARCHITECTURE & PLANNING



ANGIE BARBERA
INTERSECT MANAGEMENT



TAMELA BARNHART REESE
BARNHART-REESE CONSTRUCTION, INC.



LISA BITTNER
JOHNSON AND JENNINGS



KIMBERLY BLAKE
GORDON REES SCULLY MANSUKHANI, LLP



KELLEY BROWN
STANDARD DRYWALL, INC.



AUDREY BULLWINKEL
WESTLAKE CONSULTING GROUP



COLLETTE CAMBERLANGO
RORE, INC.



NICOLE CAYA-WINFIELD
ONYX BUILDING GROUP



ANNA CHOUMAKOVA
PCL CONSTRUCTION



DEBBE DAMRON
WHITE CONSTRUCTION INC.



KENDALL DESPENZA, P.E.
LEVEL 10 CONSTRUCTION



MELINDA DICHARRY
PARADIGM MECHANICAL CORP.



ERICA DOWDY
SUN COUNTY BUILDERS



AMY DUCK
DPR CONSTRUCTION



EMILY EDELSTONE
AUTODESK



MARCELA GRACIA
STUDIO E ARCHITECTS



ANGELA HANSEN
DPR CONSTRUCTION



JENNIFER HATTON
STUDIO E ARCHITECTS



LIZ HAWKINS
SWINERTON



KRISTINEH HIETT
PREVOST CONSTRUCTION



MONA HINKLE
PREVOST CONSTRUCTION



VELIA IBARRA HINOJOSA
TURNER CONSTRUCTION COMPANY



PELIN KARAKAS
CONAN CONSTRUCTION, INC.



NAOUEL KHELOUI ALLAL
PRAVA CONSTRUCTION SERVICES



DIANNE KOEHLE
GAFCON



NAOMI LOHNES
JOHNSON & JENNINGS



MARISA MILLER
SHEPPARD, MULLIN, RICHTER & HAMPTON



KATHERINE MORA
TURNER CONSTRUCTION COMPANY



TERI PORLAS
C3 RISK & INSURANCE SERVICES



LAMIA PORTER
SUNDT CONSTRUCTION



ANNETTE PULLIAM
W.E. O'NEIL CONSTRUCTION



KESLEY RILEY
C&S COMPANIES



TAMARA ROMEO
SOUTHCOAST DESIGN GROUP & SAN DIEGO OFFICE DESIGN



LINDSEY SIELAFF
HENSEL PHELPS



MARYANN SKRABA
MCCARTHY BUILDING COMPANIES, INC.



ANGELA SLEVINSKY
WHITE CONSTRUCTION INC.



LYSA SOLANO
CIRE EQUITY



TARA STEPHENS
ARCHITECTURAL DESIGN & SIGNS, INC



JENNIFER STONE
BURNS & MCDONNELL



ELIZABETH SUAREZ
TURNER CONSTRUCTION COMPANY



MEGAN TODD
CO ARCHITECTS



KRISTEN TUERK, AIA, DBIA
BALFOUR BEATTY



DONNA VARGO
JOHNSON & JENNINGS



HOLLEY VELA
TURNER CONSTRUCTION COMPANY



JESSICA WENSKUNAS
RAM CONSTRUCTION



ATI WILLIAMS
HONEYCOMB DESIGN & CONSTRUCTION



SARAH WILLIAMS
BREAKTHROUGH PROPERTIES, INC.



KIRSTEN WORLEY
HIGGS FLETCHER & MACK

WOMEN of INFLUENCE in CONSTRUCTION 2024



MELINA ALUWI

Associate Principal, Higher Education Market Sector Leader
HED

Melina is an Associate Principal of HED's San Diego office, leading Higher Education projects. With vast experience across public and private education, civic, cultural, and commercial projects, she brings a diverse skill set to each endeavor. As a recognized architectural leader and mentor, Melina combines design passion, technical expertise, and effective management. She is a unique leader that shapes successful teams and values client relationships and delivery. Supported by HED's talented team, she plays a pivotal role in delivering creative solutions that positively impact clients, the community, and the world.



STEPHANIE ANTL

Principal, Education & Civic Studio Leader
SGPA Architecture & Planning

Stephanie Antl joined SGPA in 2011 and has been instrumental in SGPA's growth with her multiple roles of Principal, Director of SGPA's Education + Civic Studio, and Director of Business Development. She leads projects for K-12, Community College, and Higher Education clients and is a trusted partner, helping Owners achieve institutional goals for each project. Stephanie is active in many industry associations to continually expand her knowledge base including project delivery methods, design trends, construction technology, and theories in education methodology. Stephanie has served as Principal Architect on SDUSD projects including renovation of Kearny High Educational Complex (\$66M), Oak Park Elementary School (\$20M), and Sequoia Elementary School (\$10M). Notably, in 2019, she led the major renovation of Camino and Founders Hall Buildings on the USD's campus which included new construction and renovation of over 230,000 square feet of academic, student housing, and faculty offices.



ANGIE BARBERA

CEO
Intersect Management

Angie has been a successful business owner for more than a decade. Currently, as co-owner and CEO of Intersect Management, she oversees business operations, sales, and management of a dynamic and innovative company that provides Project Management and Commercial Real Estate services and solutions. Angie fosters an environment of achieving consistent growth, profitability, and customer satisfaction. She also establishes strong partnerships, develops and implements effective strategies, and creates a culture of excellence and collaboration among the team. Her core competencies include business operations, sales, management, leadership, communication, and problem solving. She is passionate about delivering value to Intersect's clients and driving positive change in the world. Her primary mission is to help businesses and organizations achieve their goals by minimizing risk and maximizing outcomes.



TAMELA BARNHART REESE

President
Barnhart-Reese Construction, Inc.

Tamela Reese co-founded Barnhart-Reese Construction, Inc. with her father and husband after the sale of Douglas Barnhart's flagship company, Douglas E. Barnhart, Inc. While at Barnhart's former company, Tamela actively participated on the Board of Directors and jointly managed the marketing and business development departments with the president. She also directed and oversaw the public relations and advertising activities of the multi-million-dollar corporation. As president of Barnhart-Reese, Tamela has expanded her duties and manages much of the daily business operations of the burgeoning organization. Department oversight includes marketing, accounting, legal, insurance, human resources, and safety. Under Tamela's leadership, Notable Barnhart-Reese Construction projects that she has led include Sharp Chula Vista Cancer Center, Bayside Fire Station No. 2 for the City of San Diego, UC San Diego Spanos Athletic Performance Center, and Skyline Hills Branch Library.



LISA BITTNER

Vice President of Marketing & Business Development
Johnson and Jennings

Lisa leads marketing and business development for Johnson & Jennings, a woman owned general contracting firm. Lisa joined J&J in 2021 and has been instrumental in helping the company return to pre-pandemic annual revenue and staffing levels. During the pandemic, annual revenue dropped from \$35 million to \$22 million. J&J currently has more employees than it did pre-pandemic and revenue of \$36 million. Lisa has been involved for many years with CREW San Diego, a nonprofit organization advancing the careers of women in commercial real estate. Lisa served as CREW's 2021 Chapter President and spearheaded a strategic planning process. She has served as a mentor through the CREWmates program for several years and held multiple other roles with CREW. Lisa has also been involved with the Society for Marketing Professional Services, the International Facility Management Association, NAIOP San Diego, Urban Land Institute San Diego-Tijuana and the Downtown San Diego Partnership.



KIMBERLY BLAKE

Partner
Gordon Rees Scully Mansukhani, LLP

Kimberly Blake, a Partner in GRSM's San Diego office, centers her practice on construction law, representing a variety of parties involved in both public and private construction projects, including developers, architects, engineers, corporate entities, general contractors, and subcontractors. Her practice encompasses a wide range of construction issues, including defects, contract breaches, design errors, accidents, and general insurance defense. Additionally, she offers counseling on construction contracts and pre-litigation negotiations. Notable achievements include successfully handling high-stakes construction defect cases for major subcontractors and designers and skillfully managing breach of contract, delay claims, and negligence matters for contractors and design professionals. Recognized by Super Lawyers and the San Diego Daily Transcript for her excellence in construction law, Blake's extensive experience ensures tailored and thorough legal support for her clients.



Congratulations!



Angie Barbera

Our project management firm wants to congratulate our CEO

Angie Barbera
as our Women of Influence
in Construction

SAN DIEGO BUSINESS JOURNAL



WOMEN of INFLUENCE in CONSTRUCTION 2024



KELLEY BROWN
Senior Project Manager
Standard Drywall, Inc.

As a Senior Project Manager for Standard Drywall, Inc. Kelley Brown is a remarkable contributor to her field. Beginning her career in 2005, Kelley dedicated herself to building in the Las Vegas market, Kelley honed her skills in Design Assist and flourished in both Casino and Hotel construction. Over the last 19 years she has proven her project leadership and execution strategy. Currently managing the Jamul Casino expansion for SDI, Kelley is essential to project success and daily operations. Some of her other projects include MGM City Center, Apple Campus 2, Soboba Casino, Logan Memorial, San Diego Airport Terminal 2 expansion and more. Kelley is a member of NAWIC and LEED Trained.



AUDREY BULLWINKEL
Senior Project Manager
Westlake Consulting Group

Audrey Bullwinkel serves as Sr. Project Manager at Westlake Consulting Group, a CM firm located in Cardiff. With over a decade of experience in construction, Audrey has made significant contributions to San Diego's life science sector. Her expertise spans preconstruction, estimating, design project management, contract negotiation, and CM services for over 1 million square feet of life science projects. Drawing from her degree in architecture from the University of San Diego, Audrey possesses an appreciation for detailed design and an eye for creative solutions. She excels in fostering collaborative relationships with key stakeholders to drive project objectives, offer resolutions, and ensure the successful delivery of projects that elevate the end-user experience. Audrey's extensive builder experience encompasses R&D life science, cGMP facilities, and biotech. Audrey excels at managing teams, scope, budget, and schedule on complex projects that distinguish San Diego's construction landscape.



COLLETTE CAMBERLANGO
Human Resource Manager
RORE, Inc.

Collette Camberlango, Human Resources Manager, is a skilled and compassionate HR professional focused on leading employer recruitment, employee development and retention. She is an integral part of our leadership team to ensure that human capital strategy aligns with our organization's growth strategy all while managing risks. Her skills at working with management to build an employee-centric culture while promoting positive morale and optimizing productivity are extraordinary. Her contributions are greatly valued within RORE with every employee. She consistently receives kudos and compliments from other employees regarding her willingness to help, solve, mitigate conflicts, and ensure a positive workplace. She joined the RORE Team in 2022 and has served the construction/real estate industry for 18 years. Collette holds a Bachelor's Degree in Human Resources and a MBA. She holds certifications in Success Life Coaching and Wellness Coaching.



NICOLE CAYA-WINFIELD
CEO & Founder
Onyx Building Group, Inc

A graduate of the University of San Diego, Nicole began her business in 2008. Holding Onyx's C-9 Contractors License, she is an AWC Certified EIFS Industry Professional, a Safety Trained Supervisor of Construction, LEED Green Associate, and more. Nicole has spent 15 years developing Onyx as a leader among specialties contractors. Onyx's most recent achievements include IQHQ RaDD, Bio-Terra, Jamul Casino, Intuit Dome, Logan, and other San Diego schools. Her dedication to the industry, San Diego's market, and local schools is her true contribution. Committed to the community giving back through her involvement in Habitat for Humanity's Women Build. She supports Future Construction Leaders and gives her time to The Boys and Girls Clubs of East County and Saint James Academy. Speaking engagements at schools, industry organizations, including WWCCA, she mentors in expansion potential personally and professionally.



ANNA CHOUMAKOVA
Project Manager
PCL Construction

Anna Choumakova is a respected and accomplished Project Manager for one of North America's leading general contractors, PCL Construction. After completing several projects in PCL's Hawaii district, Anna transferred to San Diego where her portfolio encompasses an array of unique and complex projects, including a cell-cultured seafood lab and manufacturing facility for BlueNalu, an oceanfront marine research facility for UCSD's Scripps Institute of Oceanography, and a cutting-edge sustainable campus for Southwestern College's Landscape and Nursery program. Anna has garnered over 15 years of innovation and collaboration to successfully streamline delivery, manage budgets, and navigate unforeseen challenges. She is passionate about, and integrates community service throughout her role, volunteering with local organizations like PATH and the San Diego Food Bank. A mentor to many other women in construction, Anna continues to push PCL's initiatives to advance other women in her industry.



DEBBE DAMRON
Senior Project Manager
White Construction Inc.

Debbe Damron came up through the ranks at White Construction, starting as a Project Coordinator 26 years ago. As our Senior Vice President, she's a fearless leader and unparalleled role model for the women and men in our company and industry. She has completed well over 1,000 projects of all types of commercial buildouts, with a particular expertise in dental, medical and veterinary improvements.



CONGRATULATIONS KRISTINEH HIETT & MONA HINKLE



We are incredibly proud to recognize and support the work of Kristineh and Mona as 2024 Women of Influence nominees. Thank you for all that you do within the construction field.



KRISTINEH HIETT

MONA HINKLE

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WOMEN of INFLUENCE in CONSTRUCTION 2024



KENDALL DESPENZA, P.E.
MEP Preconstruction Executive
Level 10 Construction



MELINDA DICHARRY
President
Paradigm Mechanical Corp.



ERICA DOWDY
VP of Innovation and Administration
Sun County Builders



AMY DUCK
Safety Manager
DPR Construction



EMILY EDELSTONE
Technical Solutions Executive
Autodesk



MARCELA GRACIA
Associate
Studio E Architects

Kendall DeSpensa is the latest addition to Level 10's Preconstruction team. Being brought on as the first MEP Preconstruction Executive, Kendall's task ahead is to provide technical strategy for integrating MEP systems throughout the design and preconstruction phases. Having spent the last 11 years in the subcontractor space, and prior to that, seven years in the engineering consultant space, DeSpensa is looking forward to integrating those experiences with the General Construction arm of our industry. As a Licensed Professional Engineer and DBIA Certified Associate, her passion is for collaboration between all parties, working towards a better build experience. DeSpensa is an avid advocate for women in the industry. Having been a part of multiple panel discussions during WIC Week and 1-on-1 mentoring, her message remains the same: Women have a place in the industry, whether their role is administrative, hands-on craftsmanship, technical engineering or leadership.

Melinda Dicharry founded Paradigm Mechanical Corporation in 2010, driven by a commitment to exceptional customer service in construction. Her leadership and innovative approach distinguish Paradigm, fostering enduring partnerships. With a background in her family's insurance business and experience as a Controller in HVAC, Melinda brings a wealth of expertise to her role. Melinda has a Bachelor's in Business Administration with a finance concentration, CCIFP certification, and California contractor licenses. Melinda's more than 20 years in the industry reflect her dedication. Her achievements include the "Woman Who Mean Business Award" (2013), "40 Under 40 Award" (2014), and recognition as a Woman of Influence in Construction (2021) by the San Diego Business Journal.

Erica Dowdy is Vice President of Innovation and Administration for Sun County Builders, the premier general contractor of multi-family affordable housing in California. Dowdy oversees administrative aspects of the company, with, as president John Ahlswede says, amazing accuracy, and monitors its profitability, liquidity and solvency. She has gained recognition for bringing departments together and creating processes that streamline the business, always with an eye on SCB's long-term future. Dowdy was promoted from Director of Accounting to VP in 2022, earning her a spot on the company's leadership team and is a key part of the company's long-range goals. Under her leadership, Sun County has implemented state-of-the-art tech solutions that improve financial performance and transparent communication between the field and office. Recently, Dowdy onboarded a new project management system and trained employees on the program. She is a member of the Procore Cal. Building Excellence Community.

Amy Duck is a safety manager at DPR Construction, a self-performing general contractor specializing in technically complex projects. She works with teams to recognize and address potential hazards before they exist and uses behavior-based safety techniques to ensure compliance with DPR's environmental health and safety plan. Bringing more than 20 years of experience, Amy leads teams in assessing projects for significant risks and implementing a safety plan to manage or eliminate potential hazards, high risk activities, and environmental issues. A leader within the San Diego business unit, Amy monitors project and regional data to identify and correct emerging trends related to safety concerns to ensure an injury-free environment. Since 2021, Amy has served as the regional representative for Construction Safety Week, an annual event that creates space for the construction industry to collectively celebrate a safe mindset and engagement around environmental health and safety.

Emily Edelstone, a seasoned Technical Solutions Executive at Autodesk, brings a wealth of experience garnered over a decade within the construction industry. Leveraging her extensive knowledge base, she excels in guiding stakeholders in the construction sector towards optimal technology solutions, spanning the entire project lifecycle. Renowned as a trusted advisor within the industry, Emily is dedicated to assisting all in overcoming their most significant challenges. Her commitment lies in enhancing operational efficiency, minimizing rework, and optimizing cost savings for her clients. Actively engaged in both national and local industry events, Emily demonstrates a strong commitment to staying on top of industry trends. Additionally, her involvement extends to community service where she sits on the technology committee for San Diego ABC. Emily also has been working to educate others on technology through @designbuildladies on all social media platforms.

Marcela Gracia, AIA, Associate, earned a Bachelor of Architecture degree from the University of Arizona in 2013 and completed a Master of Architecture degree at the University of Virginia in 2015. Shortly after, she joined Studio E Architects and established herself as a highly skilled and creative young designer. With a keen eye for detail and strong conceptual thinking, she has consistently produced outstanding work. She has worked throughout all phases of a project from concept to completion in various project types from schools to multi-family residential. In her time with the firm, she has not only achieved licensure and grown to a project manager role but has also spearheaded office research and development efforts. This year, Marcela was promoted to Associate of the firm. Her contributions continue to be impactful, and her passion for design is evident in everything she does.



RORE



Collette Camberlango
HR Manager

Collette,

Congratulations for being selected as an honoree for the SDBJ's 2024 Woman of Influence in Construction!

We are honored to have you on our team!

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www.roreinc.com



WOMEN of INFLUENCE in CONSTRUCTION 2024



ANGELA HANSEN
Design Manager
DPR Construction

Angela Hansen is a design manager at DPR Construction, one of San Diego's leading general contractors. She is passionate about transforming the building and construction industry to reduce human impact on the environment and has led many projects with LEED certification and sustainability goals. Her experience includes both new construction and renovation of fast-track office, laboratory, and healthcare projects. As a certified associate DBIA Design-Build professional, Angela helps apply a team-centered approach to streamline and optimize project delivery. Beyond her role as a design manager, Angela is actively involved in DPR's Building Quality Builders Team, Environmental Advocate Group and Southwest Women's employee resource group. Angela has served on the Board of Directors for the San Diego Green Building Council since 2020 and supported budding green professionals through mentorship.



JENNIFER HATTON
Senior Associate
Studio E Architects

Jennifer Hatton, Senior Associate, is a highly qualified architect and project manager with a diverse range of valuable skills. Her passion for architecture is rooted in community-serving design. Jennifer has worked on various project types and scales throughout her career, but in her work with Studio E Architects, she has been able to realize her passion through the design and construction of affordable and supportive housing communities for mission-driven clients. She completed her architecture education at the University of Kansas and the University of Karlsruhe in Germany. Since joining Studio E Architects in 2019, she established herself as a leader through wide-ranging initiatives, from developing a mission statement to examining our internal design culture to improving our project management tools. This year, Jennifer was promoted to Senior Associate of the firm. As a superb organizational and strategic thinker, she is a critical player in charting the course for the firm.



LIZ HAWKINS
Operations Manager
Swinerton

Liz Hawkins, the trailblazer of her family, earned her Bachelor's degree with Honors from San Diego State University. With two decades of industry experience, she's contributed to nearly 300 construction projects exceeding \$600 million. Liz's journey encompasses diverse roles such as Estimator, Project Manager, Project Executive, and presently, Operations Manager. Her expertise spans project management across all phases, from preconstruction to finalization. Noteworthy clients including Qualcomm, Bank of America, and UC San Diego have benefitted from her prowess. As Operations Manager at Swinerton San Diego, Liz spearheads the Special Projects Group, specializing in midsize projects, renovations, and tenant improvements. Her responsibilities encompass securing new projects, overseeing operations, and managing the group's financial performance. Liz Hawkins epitomizes excellence in construction management, leveraging her unique skill set to drive success in every endeavor.



KRISTINEH HIETT
Project Manager
Prevost Construction

Project Manager, Kristineh Hiatt, boasts a 25-year career in the construction industry. Specializing in the life sciences and biotechnology sectors, she has successfully delivered over 1 million square feet in complex buildouts for industry-leading clients, with her expertise ranging from 10,000 sq. ft. laboratories to 155,000-square-foot R&D facilities. Known for her open communication and mutual respect, Kristineh's leadership is marked by mentorship and equality among team members. Her hands-on approach and strong interpersonal skills ensure projects are delivered on time and within budget while prioritizing client satisfaction. She recently completed a complex 155,000-square-foot office and research lab facility, inclusive of biology and chemistry labs, BSLs 2&3, a vivarium, critical utilities, and mechanical equipment yard. Despite challenges, Kristineh and her team remain committed to successful project delivery, approaching each endeavor with unwavering dedication and attention to detail.



MONA HINKLE
Superintendent
Prevost Construction

Mona Hinkle's trajectory in construction showcases her unwavering commitment, exceptional leadership, and adept problem-solving. With a portfolio boasting over 600,000 sq. ft. in hospitality projects, 300,000 sq. ft. in Life Science and R&D ventures, and 40-plus government projects, Mona's track record is exemplary. Her diverse career journey, from military service to 13 years as a union electrician before transitioning to Superintendent, underscores her adaptability and resilience. As a Superintendent at Prevost Construction, Mona has recently led notable projects, including a 55,000-square-foot warehouse and lab for a mushroom production company. Mona's unique blend of technical prowess, leadership, and dedication are evident in her 25-year tenure as a female superintendent in a male-dominated industry. Her ability to navigate challenges with competence and assertiveness, while advocating for gender equality, sets her apart.



VELIA IBARRA HINOJOSA
Procurement Agent
Turner Construction Company

Velia Ibarra Hinojosa, Procurement Agent, is a dedicated advocate for promoting construction career paths among high school students and has served as the Chair of the Julia Morgan Society (JMS) for the past three years. JMS aims to inspire and guide young individuals toward rewarding careers in the construction industry. Using her leadership in this organization, Velia invests in students to mentor them as they gain confidence in the construction field. Currently collaborating with four high schools, Velia orchestrates their construction classes, facilitating monthly presentations by industry professionals to illuminate diverse career pathways. Additionally, Velia's commitment to advancing women in construction is evident through her recent appointment as the Vice President of Development for the Women in Construction Coalition. Her commitment to professional development is also exemplified by earning her DBIA certification, helping Turner deliver successful design-build projects.



CONGRATULATIONS AUDREY BULLWINKEL!



Celebrating Audrey Bullwinkel for being recognized as one of San Diego Business Journal's Women of Influence in Construction!

Audrey exemplifies Westlake Consulting Group's values in her work each day. With diversity at the heart, she is adaptable, genuine, savvy and fierce.

We are excited for Audrey to have this recognition and so happy to have her as part of our team!



WOMEN of INFLUENCE in CONSTRUCTION 2024



PELIN KARAKAS
Vice President
Conan Construction, Inc.



NAOUEL KHELOUI ALLAL
Project Manager
PRAVA Construction Services



DIANNE KOEHLE
Asst. Project Manager
Gafcon



NAOMI LOHNES
Chief Financial Officer/COO
Johnson & Jennings



MARISA MILLER
Partner
Sheppard, Mullin, Richter & Hampton



KATHERINE MORA
Project Manager, Interiors
Turner Construction

Pelin Karakas has extensive construction experience and has completed more than 40 projects within five years since she joined Conan Construction. She claims herself as a "School Builder" since 90% of her projects are K-12 and Higher Ed projects. She is proud to serve a lot of school Districts in San Diego including but not limited to San Diego Unified School District, Sweetwater Union High School District, Grossmont Union High School District, San Dieguito Union High School District, Palomar College, Mira Costa College, Cuyamaca College and many more. As a proud mom of two boys, she enjoys teaching kids construction technics. She recently received the Certified Hospital Contractor title from American Hospital Association. This health care certification program demonstrates proficiency in the unique and regulated environment of health care construction sites. Pelin is looking forward to build hospitals, medical facilities and labs in San Diego County.

Born in Algeria in 1972, Naouel earned a Bachelor of Science in Civil Engineering in 1995, launching a 28-year career in construction and civil engineering, with 15 years in management roles. Naouel co-founded a successful American joint venture start-up in steel prefabrication construction. In 2007, she represented women entrepreneurial success at the India summit, nominated by the U.S. Government. As one of the few women in the steel construction industry, Naouel has coauthored papers on the environmental benefits of steel construction and served as the only female executive member in the Iron and Steel Union (AISU). Relocating to Southern California in 2019, Naouel has been a project manager at PRAVA since April 2022, leveraging diverse skills. Fluent in English, Arabic, and French, she is recognized for her self-starting attitude, organization, determination, and sociability.

Dianne Koehle is an Asst. Project Manager with Gafcon, currently working on the Southwestern College Bond Program. She has more than 25 years in the construction industry. She graduated with a B.S. in Information and Decision Systems and in Mathematics from San Diego State University, received an HVAC Systems Design and Control Certificate from University of California, San Diego, and a Construction Industry Technician Certificate. She has a boots-in-the-dirt management style and has worked on projects for hotels, hospitals, solar plants, K-12, community colleges, universities, a planetarium, performing arts centers, laboratories, shopping centers, parking lots, churches, EMT/Fire/Police training centers, gymnasiums, and housing. A member of the National Association of Women in Construction for 15 years, supports Habitat for Humanity Women Build and values mentoring. She feels that the fruits of our labor aren't just completed projects, but also what we teach the next generation.

Naomi Lohnes has worked for locally-based general contracting firm Johnson & Jennings for more than 35 years, starting out as its part-time bookkeeper and eventually taking over operations with Donna Vargo in 2004. The duo went on to purchase the firm in 2013. Since then, Johnson & Jennings' revenue has increased 50% and the company has grown from one San Diego office to two along the West Coast with a staff of 50 people. Women make up only 9.1% of the construction industry's workforce nationwide—let alone firm owners. Lohnes has embraced the responsibility she has to pave the way for more women to rise in the construction industry. In addition to its ownership, one of Johnson & Jennings' VP positions, project management positions and three project engineer positions are held by women. She is an active member with CREW and supports its mission to transform the commercial real estate industry by advancing women globally.

Marisa Miller is the first female and Latina Office Managing Partner of Sheppard Mullin's Del Mar office. A seasoned trial attorney and litigator, she represents clients (mostly in the construction, real estate and energy industries) in all stages of high-stakes commercial litigation, from pre-lawsuit strategy and advice to post-trial motions and appeals. Marisa counts some of San Diego's top businesses as clients. Currently, Marisa is litigating a \$40 million dispute over the construction of a hospital in Los Angeles County and is lead counsel for the owner of a Texas manufacturing plant in a contracting matter with over \$20 million in dispute. Marisa is heavily involved in pro bono work and volunteer service, particularly with Big Brothers Big Sisters of San Diego County. She was recently named Board Vice Chair of the organization, joining an executive team consisting entirely of women—a first in the organization's 63-year history.

Katherine Mora is a Project Manager for Turner Construction Company. She started her career in construction management in 2014 in New York City, specializing in Healthcare Construction and eventually working for one of the city's largest healthcare systems. She moved to San Diego in 2022 and currently serves as the Project Manager/Captain for Interiors at the design-build \$2.9 billion SAN New Terminal 1 Replacement project at the San Diego International Airport. Katherine graduated from Stony Brook University in New York with a degree in Engineering Sciences and Business Management. Katherine is a member of the Society of Hispanic Professional Engineers and an active participant in Turner's Women's Network.



Barnhart-Reese Construction, Inc. is **proud to congratulate Tamela Barnhart Reese** on being recognized as a Women of Influence in Construction!



Tami Barnhart Reese, President
Barnhart-Reese Construction

www.barnhartreese.com



Kristen Tuerk
Architect, AIA, DBIA
Senior Design Manager

2024
WOMAN OF INFLUENCE
IN CONSTRUCTION

As a strong believer in advancing women in construction, we proudly honor your extraordinary achievements.



Balfour Beatty

WOMEN of INFLUENCE in CONSTRUCTION 2024



TERI PORLAS

Team Lead & Client Consultant
Executive
C3 Risk & Insurance Services

Teri is a seasoned insurance professional with 36 years of industry experience. Specializing in Construction and Real Estate, she excels in crafting creative and comprehensive coverage programs. With expertise spanning property and casualty, executive risk, WRAP-Ups, complex property placements, and cyber liability, Teri delivers tailored risk management solutions to her clients. Known for her dedication to excellent customer service, Teri fosters strong relationships with clients and carrier partners alike. She understands the importance of relationships in the insurance industry and ensures prompt follow-through on all client service transactions. Passionate about securing the best deals and most comprehensive plans for her clients, Teri is committed to their satisfaction and peace of mind.



LAMIA PORTER

Senior Estimator
Sundt Construction

Lamia Porter was part of Sundt's first all-female design-build team. She graduated from Montana Technological University with a Bachelor of Science in Civil Engineering. She serves as Senior Estimator at Sundt Construction, compiling and monitoring all project budgets throughout the design process. She has been in the construction industry for over 10 years and has worked on several San Diego Unified School District and California State University projects. Lamia is a part of the AGC of America's Build and Serve committee which partners with nonprofits to organize events for the local communities. She is a member of the Sundt Foundation and volunteers at Foundation events regularly. She is a member of the Design-Build Institute of America and is currently pursuing its accreditation and has been a panel speaker at the CSU at Long Beach at the Women in Engineering Conference.



ANNETTE PULLIAM

Project Manager
W.E. O'Neil Construction

With a drive that stems from a deep sense of responsibility and integrity, Annette Pulliam is an exemplary woman of the industry who manages numerous projects over multiple sites. She has worked in construction for more than 10 years and during those years she has successfully grown from project engineer to an assistant project manager to project manager. When challenges arise, Annette stands as a leader, investigates issues, lays out a path for success, and executes these plans with her team. She is a shining example of our core vision, mission, and values. W.E. O'Neil has built its company around building great relationships, and she does this with owners, CM's, trade partners, and laborers. She owns all of the company's values and lives its mission to bring thoughtful leadership to the building experience.



KESLEY RILEY

Project Manager
C&S Companies

Kesley Riley is a Project manager serving our multifamily construction team on a significant 267-unit garden style affordable housing project within the San Ysidro community. She initially started her career on the engineering side with C&S and transitions to our general contracting side in 2018 in which she has led healthcare projects, retail developments and light industrial. Kelsey deserves a huge nod this year for her leadership in early phased planning with our site team, framing contractors to consider ways to get the project site stabilized early for weather mitigation. This saved ownership time and money. Her ability to lead the teams on site, work with field staff and handle all project controls through construction has been complimented by our CM and capital investment partners. This is a \$63 million project with two phases that has a hard turnover date and with her leadership dates are being met.



TAMARA ROMEO

Founder & President
Southcoast Design Group & San Diego Office Design

Tamara Romeo, President and Founder of San Diego Office Design & Southcoast Design Group, stands as a paragon of innovation and sophistication in San Diego's commercial interior design and furnishings landscape. Her firm excels in transforming both new and renovated properties across San Diego County and across the country elevating them into iconic spaces that encapsulate the essence of modern luxury. With an unwavering commitment to excellence, Tamara leverages her team's expertise to forge strong brand identities and foster a deep sense of culture within every project. Her clientele, ranging from developers of multifamily dwellings and student housing communities to owners of office and corporate buildings, rely on her visionary leadership and skill to significantly enhance the value and appeal of their assets. Tamara's distinguished career and innovative design solutions have garnered acclaim in prestigious publications such as Modern Luxury, California Interiors and more.



LINDSEY SIELAFF

Project Manager
Hensel Phelps

Throughout her more than 17 years in the construction industry working with Hensel Phelps, Lindsey Sielaff has held various roles from superintendent to project manager and has led many large scale successful project teams with a staff of up to 60 people in the higher education, aviation and hospitality market sectors, amounting to over \$3.3 billion. She is currently leading her project team on the fast-paced \$534 million Ridge Walk North Living and Learning Neighborhood, which is a design-build project at UC San Diego. Lindsey values supporting the team around her and being a mentor to others in the industry. She is a key leader in the Hensel Phelps Women's network and is planning and presenting at Hensel Phelps' upcoming Women's Leadership Seminar. Lindsey is also spearheading the Ridge Walk project's Diversity, Equity and Inclusion team which has held several events which focus on creating an inclusive community where all can thrive.



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Congratulations
to **Lindsey Sielaff**
for being honored
as a Woman of
Influence in
Construction!

Project Manager
UCSD Ridge Walk North



HENSEL PHELPS

www.henselphelps.com

WOMEN of INFLUENCE in CONSTRUCTION 2024



MARYANN SKRABA
Project Director
McCarthy Building Companies, Inc.



ANGELA SLEVINSKY
Operations Manager
White Construction Inc.



LYSA SOLANO
Senior Construction Manager
CIRE Equity



TARA STEPHENS
Sales Executive
Architectural Design and Signs, Inc



JENNIFER STONE
Project Controls Manager
Burns & McDonnell



ELIZABETH SUAREZ
Project Manager
Turner Construction Company



MEGAN TODD
Associate, Marketing & Business Development Coordinator
CO Architects

San Diego-based Maryann Skraba is a Project Director for McCarthy Building Companies who is currently overseeing the Gaylord Pacific Resort and Convention Center project in Chula Vista. Maryann has worked her way from Project Engineer to her current role and contributed to several McCarthy projects including Sharp Copley Lab and Office Building, and SDSU Aztec Recreation Center Expansion. Her experience in collaborative delivery models and her problem-solving acumen make her an invaluable leader. Maryann has a knack for helping develop talent. As champion for McCarthy's "Cultural Imperative" initiative, she works to create and foster a smart and healthy culture throughout our offices and project sites while also balancing her time with her husband and son.

Angela came to White Construction in 2008 and has worn every hat – even a hardhat. Starting in accounting, she moved on to Project Coordinator, then Project Manager, and now holds the position of Operations Manager. She's the glue that holds White Construction together, and she has the utmost respect and fierce admiration of her coworkers.

Lysa Solano serves as the Senior Construction Manager at CIRE Equity, where she leads the development of CIRE's construction department. With a comprehensive skill set in project management, she oversees various aspects of construction projects, including ground-up development, entitlements, project planning, cost management, time management, quality management, and contract administration. Before joining CIRE, Lysa gained valuable experience at Brixmor Property Group, where she progressed from Tenant Coordinator to Construction Project Manager over six years. During her tenure, she demonstrated her expertise in coordinating tenant buildouts and successfully executing projects within budget and timelines. Lysa holds a Bachelor's Degree in Business Administration and Management from the University of Phoenix.

With two decades of dedicated experience in the signage industry, Tara Stephens brings a wealth of knowledge and expertise to their role as an Account Executive for AD/S. Renowned for her keen eye for detail and innovative approach, Tara has been instrumental in delivering impactful signage solutions across diverse construction projects. As an Account Executive, Tara leverages her extensive industry experience to forge strong client relationships and delivers tailored solutions that exceed expectations. Her comprehensive understanding of signage materials, fabrication techniques, and installation processes enables her to provide insightful guidance throughout every stage of the project ensuring seamless execution and optimal outcomes.

Jennifer Stone epitomizes the essence of leadership in the construction industry, serving as a Project Controls Manager for Burns & McDonnell. With more than three decades of experience, she has excelled at overseeing infrastructure projects. Leading a team of 50 scheduling professionals, managing more than 3,000 projects for San Diego Gas & Electric's \$1.3 billion project services and controls program, she exemplifies dedication and excellence. Jennifer's commitment to championing women is unparalleled. As a board director for the National Association of Women in Construction — San Diego, she spearheads initiatives aimed at amplifying the success of women in the field. Under her guidance, funding for Women in Construction Week increased by 300%, ensuring the success of events focused on professional development and networking.

In her role as Project Manager, Elizabeth Suarez has consistently exhibited outstanding leadership abilities. Whether leading projects or mentoring junior colleagues, Elizabeth possesses a unique talent for inspiring and driving her team toward excellence. Through her collaborative methods, she has facilitated the success of intricate projects and fostered inventive solutions. In 2023, Elizabeth oversaw numerous Turner projects concurrently, a remarkable achievement requiring adept time management and an understanding of project management fundamentals. Her skill in efficiently prioritizing and managing various tasks enables her to allocate resources judiciously, and navigate timelines adeptly, resulting in seamless coordination across all projects.

Megan earned her Bachelor of Science in Public Communication from the University of Idaho. In 2005, she started her marketing and business development career in the San Diego construction and design industry. Throughout her experience she has procured construction and design contracts in the Higher Ed, Life Science, K-12, & Healthcare markets. Local San Diego construction and design firms where she gained a strong foundation include Research Facilities Design, Cumming Corporation, BWE, and CO Architects. Megan has had various marketing & business development responsibilities providing proposal management, conference coordination and attendance, lead generation, prepositioning for upcoming construction and design projects, training emerging leaders with business development skills, and social media involvement.



CONGRATULATIONS

Standard Drywall Inc. is proud to congratulate **Kelley Brown** on being recognized as a Women of Influence in Construction!



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MARYANN SKRABA
PROJECT DIRECTOR

CONGRATULATIONS

Congratulations to **Maryann**, and all of the inspiring women, on being selected as one of San Diego's Women of Influence in Construction.



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mccarthy.com

WOMEN of INFLUENCE in CONSTRUCTION 2024



KRISTEN TUERK, AIA, DBIA
Senior Design Manager
Balfour Beatty



DONNA VARGO
President & CEO
Johnson & Jennings



HOLLEY VELA
Special Projects Division
Operations Manager
Turner Construction Company



JESSICA WENSKUNAS
Director of Sales
RAM Construction



ATI WILLIAMS
Principal
Honeycomb Design & Construction



SARAH WILLIAMS
Senior Director, Design & Construction
Breakthrough Properties



KIRSTEN WORLEY
Partner
Higgs Fletcher & Mack

Kristen Tuerk, AIA, DBIA, is a Licensed Architect and Senior Design Manager at Balfour Beatty. She has been instrumental in the execution of projects in the justice, civic, and education sectors, working to deliver better facilities for our communities. Notably, she is serving as the Lead Design Manager on the \$193 million Youth Transition Campus for the County of San Diego, and the \$110 million Youth Transition Center for the County of Orange, both of which are groundbreaking facilities looking to provide more effective Youth in Custody treatment and serving as reform models for future development across the country. Kristen earned her BA in Design from UC Davis and a M. Arch from Cal Poly Pomona.

As Johnson & Jennings' President and CEO, Donna oversees the company's strategic planning and long-term growth, as well as all day-to-day company operations. Drawing from experience and insight gleaned from over three decades in the construction industry, Donna leads with enthusiasm, commitment to the company's core values and dedication to her employees' growth and well-being. For nearly 20 years, Naomi Lohnes and Donna Vargo have led Johnson & Jennings General Contracting as a pair, drawing from their collective backgrounds in construction and shared leadership style to cultivate one of San Diego's preeminent women-owned businesses. Since Donna and Naomi jointly acquired J&J in 2013, the company's revenue has surged by 50% and the firm has expanded into Orange, Los Angeles and Riverside counties.

Holley Vela brings extensive expertise to her role as Special Projects Division Operation Manager at Turner. Holding a B.S. in Structural Engineering from UC San Diego and 15 years of experience, Holley has contributed significantly to numerous high-profile projects, such as the Campus at Horton redevelopment project. Recognizing her exceptional dedication, Holley was recently promoted to SPD Operations Manager, where she oversees a diverse portfolio of projects and employees across the company. In addition to her managerial duties, she plays a pivotal role in Turner's Training Committee, where she spearheads the development of the Superintendent Training program.

Jess Wenskunas, RAM Construction's Director of Sales, is pivotal in driving our team's success in the San Diego market. With a multifaceted role, Jess spearheads sales, business development, and fostering relationships that contribute to RAM's overall expansion. Embracing San Diego as home, Jess strategically pursues projects in Healthcare, Life Science, and Education domains, showcasing her dedication to positive change within the community. Beyond her professional endeavors, she is deeply committed to philanthropy, volunteering at Ronald McDonald House and actively engaging with industry associations such as ULI, AIA, and DBIA. Jess is a strong advocate for inclusivity and empowerment within the industry, dedicating her time to supporting women professionals through her involvement in CREW San Diego and NAIOP.

Ati Williams is a TV personality, Licensed General Contractor, design and renovation expert, entrepreneur, speaker and philanthropist. She has over two decades of real estate experience as the Principal of Honeycomb Design & Construction and Honeycomb Real Estate Development. Ati is also the Founder of the residential real estate brokerage firm DC Home Buzz. Since 2004, Ati has worked on dozens of renovations from cosmetic builds to complete gut rehabs. Ati is the host of "Hack My Home" on Netflix and was previously the host of HGTV's "DC Flippers," a show highlighting her adventures as a real estate developer. Ati has been featured for her expertise in real estate, entrepreneurship and design in the NYT, Washington Post, Washingtonian Magazine, CNN, MSNBC, ABC, NBC, CBS, Essence, and Black Enterprise.

Sarah Williams is the Senior Director of Design & Construction for Breakthrough Properties, overseeing Breakthrough assets on the West Coast. Holding a master's degree in construction management and with 20 years of experience focused on technically complex healthcare and life science projects, Sarah has established a reputation for delivering complex projects with precision and excellence. With this experience, Sarah has honed a wide range of skills that are essential for successful real estate development, including project management, cost estimation, risk assessment, and stakeholder communication. Sarah's experience in managing large-scale construction projects, combined with a keen attention to detail and an unwavering commitment to quality, has enabled Sarah to deliver results that consistently exceed expectations.

Higgs Fletcher & Mack Partner Kirsten Worley is a known force in Southern California's construction industry, and the leader of the firm's Construction Practice Group. Her law practice centers on construction litigation and select real estate and construction transactional matters. She represents owners, general contractors, subcontractors, suppliers, developers, lenders, sureties, private equity capital investors, and businesses of all sizes from large corporations to local small businesses. Kirsten helps business owners with everything from large-scale breach of contract litigation to mechanics' liens, stop notices and bond claims. Kirsten also works with construction industry clients on creditors' rights and commercial law issues related to lending, collections, restructuring, insolvency and bankruptcy matters.



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Jacumba

➔ from page 1

many years for it to naturally evolve,” Osborne said. He declined to say how much the trio spent to buy the property or what they spent to renovate the hotel.

The 20-room hotel was in disrepair when they bought it, Osborne said.

“It was still open,” Osborne said, but “it was really rough.”

Everything had to be redone, from re-surfacing walls to putting in new landscaping and piping to circulate hot spring water, which is the main attraction of the hotel and the centerpiece of hotel in a “Ritual Pool” that guests soak in.

The hot springs, for which the hotel is named, “are the entire reason this town exists,” Osborne said.

Hotel Restoration Strives for Natural, Timeless Look

The hotel was opened in 1925 by former San Diego Mayor **Bert Vaughn**, who envisioned it as a spa and resort.

At its peak, it attracted celebrities such as **Clark Gable** and **Marlene Dietrich**.

“It was a competitor to Palm Springs,” Osborne said. “Because it was near the (Mexican) border, it was an area where people could let loose during Prohibition.”

All that changed when Interstate 8 was built in the 1960s, bypassing Jacumba.

“What we’ve done is completely renovate the existing buildings – new flooring and new fixtures. We redesigned every room,” Osborne said. “We brought in handmade materials from around the world.”



The hotel at Jacumba drew movie stars in the 1920s. Photo courtesy of Jacumba Hot Springs Hotel

That included an enormous, 12-foot hand-carved front door from Morocco. They also collected volcanic rocks from around the property to use in the walls.

“We want the place to really feel natural, as if this place has always been here,” Osborne said. “We also believe that a lot of modern architecture can feel sterile and overly designed on computers.”

Osborne said that he and his colleagues carefully curated everything that went into the hotel. They brought in furniture that was built by hand in Mexico, dowry chests from India, hand-hammered light fixtures, and vintage lanterns that hang from the trees in an outdoor patio.

They also rescued oil paintings of nudes from a popular Mission Valley restaurant that closed in 2015, installing them in the hotel bar.

Targeting Experiential-Minded Travelers

Room rates vary from \$220 weeknights to \$600 on weekends when there are special events.

“We do a lot of live music and we’re getting a lot of amazing artists come through,” Osborne said. “It’s not a lot of cover bands, it’s original artists that come out and play everything from folk to exotic.”

The target market for the hotel “is not a demographic or an age or an income,” Osborne said. “It’s people who are seeking authentic experiences. It’s people who drive down country roads looking for a small-town experience.”

Osborne, Strukel and Winters have a personal stake in Jacumba’s revival, moving to the town after buying the hotel.

“It’s our community as well and we spend a lot of time creating places for people to

connect,” Osborne said, including a monthly flea market for the town’s residents to sell their goods.

“It’s been more rewarding to watch this community reconnect and come back to life than the business venture itself,” Osborne said. ■

We Are Humankind



FOUNDED: 2020

HEADQUARTERS: Jacumba

FOUNDERS: Melissa Strukel, Corbin Winters and Jeff Osborne

BUSINESS: Hospitality, design and development

EMPLOYEES: 75

WEBSITE: www.jacumba.com

CONTACT: 619-766-4333

NOTABLE: the Hot Springs Hotel was once a stop on The Impossible Railroad, an 11-mile segment of the San Diego and Arizona Railway that was built in the early 1900s through Carrizo Gorge, requiring 17 tunnels and 14 wooden trestles.

Guild Holdings

➔ from page 1

battling macroeconomic headwinds that look as though they will continue through 2024, CEO **Terry Schmidt** told analysts Tuesday (March 12) as she discussed fourth quarter and full year financial results.

High interest rates and limited home inventory have had a negative effect on the housing market, Schmidt said, but she asserted that Guild’s preparation will accelerate growth when the economic cycle turns.

“Today, more than ever, we are confident in our model and the platform we have established,” she told analysts.

For the full year, Guild reported a net loss of \$39 million, or 64 cents per diluted share, on net revenue of \$655.2 million. In 2022, Guild reported net income of \$328.6 million, or \$5.35 per diluted share, on net revenue of \$1.16 billion.

For the fourth quarter of 2023, Guild reported a net loss of \$93 million, or \$1.52 per diluted share, on net revenue of \$57.2 million.



Terry Schmidt
CEO
Guild Holdings Company

Academy, Latest of Many Additions, Widens Horizons

Guild’s five acquisition during the past year and a half have added new geographies, loan officers and products “that will continue to distinguish Guild in the marketplace and allow us to create meaningful value for our shareholders over time,” Schmidt said.

In 2023 alone, Guild announced it had acquired Legacy Mortgage of New Mexico, Cherry Creek Mortgage of Colorado and First Centennial Mortgage of Illinois.

Guild’s acquisition of Academy was announced after the stock market closed on Feb. 13. Shares closed at \$14.54, opened the next day at \$14.90, and closed Feb. 14 at \$15.06, up 3.61% on the day.

Guild paid \$13.4 million cash. The sellers have the opportunity to receive additional cash payments based on the performance of Academy Mortgage branches. Academy, which was previously privately held, is based in Draper, Utah, roughly 20 miles south of downtown Salt Lake City. It serves 49 states as well as the District of Columbia.

Academy Mortgage CEO **Adam Kessler** will join Guild’s senior

leadership team through the transition and newly combined organization.

With the acquisition of Academy, Guild will add approximately 200 branches and more than 1,000 employees; more than 600 licensed mortgage originators are among them.

In 2023, Academy generated \$5.59 billion in loan originations.

Guild originated \$15 billion in loans during 2023, with some \$3.5 billion during the fourth quarter.

‘A More Muted Environment in the Near Term’

“We are proud to be a lender of choice in the communities across the country that we serve by providing creative solutions for homebuyers seeking to finance their homes in this higher rate environment,” Schmidt said in a prepared statement on March 12. “As we look forward, we are encouraged by the market stabilization that is emerging, but anticipate a more muted environment in the near term, particularly in the seasonally slower first quarter.”

She continued: “By being disciplined and focusing on maintaining a robust capital position, we have effectively pursued complementary and compelling acquisitions and team additions to position us for growth

when the cycle turns.”

In her remarks to analysts, Schmidt said Guild has a “stellar reputation” that attracts loan officers, M&A partners and customers. Several C-suite executives hosting the investor call spoke of Guild’s goal of getting customers for life.

Guild Mortgage had cash and cash equivalents of \$120.3 million on Dec. 31, down from \$137.9 million a year earlier.

Shares of Guild closed at \$14.00 on March 12 and declined more than 7% to \$12.97 in after-hours trading. Over the past 52 weeks, they have traded in the range of \$9.45 to \$15.06.

In other news, Guild said that its board extend the company’s share repurchase program to May 2025. ■

Guild Holdings Company



FOUNDED: 1960

CEO: Terry Schmidt

HEADQUARTERS: Kearny Mesa

BUSINESS: Mortgage seller and servicer

NET REVENUE: \$655.2 million in 2023

EMPLOYEES: More than 4,000

STOCK: GHLD (Nasdaq)

WEBSITE: guildmortgage.com

CONTACT: 858-560-6330

NOTABLE: The company originates mortgages in 49 states

MeCo

➔ from page 4

“They are thrilled that we were able to come in and predict who would benefit and really unlock a lot of value in this new treatment strategy,” he said.

Before starting MeCo, Watson spent some time at EvoNexus graduate company **Lynx Biosciences, Inc.**

MeCo was admitted to EvoNexus Incubation Program in 2022 during a time when Watson said the company was running out

of money.

“We couldn’t get a lot of investors to take us seriously but then we got into EvoNexus and within a month we raised half a million dollars,” he said, through secured angel funding along with an early-stage venture capital investment.

“Dr. Adam Watson came to us through his work at a prior EvoNexus startup,” said EvoNexus co-founder and CEO **Rory Moore**. “His mission of providing the oncologist with statistical evidence of the future behavior of a breast cancer tumor is transformational. And on a personal note, Adam is a

coachable founder and is determined to impact breast cancer therapy.”

Watson said MeCo is currently gearing up for its seed round of fundraising with a target of \$6.5 million.

MeCo is also in the discovery stage for a biomarker test that will help with the treatment of prostate cancer. ■



Rory Moore
Co-founder & CEO
EvoNexus

MeCo Diagnostics Holdings Inc.



FOUNDED: 2022

CO-FOUNDER CEO: Adam Watson

CFO: Ghassan (Gus) Mounneime

HEADQUARTERS: Sorrento Valley

BUSINESS: Cancer diagnostics/MedTech

EMPLOYEES: 3

WEBSITE: mecodiagnosics.com

CONTACT: adam@mecodiagnosics.com

SOCIAL IMPACT: Company is part of helping lower the cost of cancer drugs for patients

NOTABLE: Co-founder Adam Watson is originally from Vancouver and moved to San Diego in 2021



San Diego Mayor Todd Gloria welcomed Samsung Semiconductor to its new location on El Camino Real earlier this month. (l to r) Jerry Sanders, president, San Diego Chamber of Commerce; David Marino, Hughes Marino; Jinman Han, Present, Samsung Semiconductor U.S.; Sungmin Eun, CFO, Samsung Semiconductor; and Gloria. Photo courtesy San Diego Regional EDC

Samsung

➔ from page 1

has always been an important location for us because of valuable customers in San Diego and Southern California. There is also a rich talent pool in San Diego. The new Memory and Foundry office opening in San Diego will be instrumental in better serving our customers' custom design and engineering needs in Southern California. The San Diego team will have approximately 20 employees supporting innovations that power AI, mobile, automotive, IoT, datacenter and more."

Han said the ultimate goal is to combine the power of its Memory and Foundry businesses to provide Samsung customers with a vertically integrated solution to deliver next-generation technologies.

A leader in the memory business for decades, Samsung was the first to release an AI chip, in 2016. Samsung also commercialized the industry's first High Bandwidth Memory for High Performance Computing, and continues to pursue opportunities to expand the AI memory market, Han said.

Samsung also enjoys a close relationship with **Qualcomm**. Last month, Qualcomm announced a multiyear deal with Samsung to supply Snapdragon processors for future Samsung Galaxy smartphones.

Han said the Southern California region's demand for Samsung's services is growing and will benefit from the new office. The Memory team partners closely with major local customers to develop and validate

memory solutions for mutual end-customers across applications while the Foundry team is responsible for the end-to-end support and engagement with local customers.

"In Foundry we are targeting datacenter AI and hyperscalers as well as AI startups," Han said. "We are focusing on manufacturing technologies to provide edge AI solutions for on-device AI as we believe the AI market will grow exponentially and quickly in the mobile, PC and automotive markets."

Last Year's San Diego Trade Mission

Last October, San Diego Mayor Todd Gloria led a trade mission to South Korea that visited Samsung's Biologic offices and other tech giants to strengthen business relationships, work toward a stronger, globally connected innovation economy and grow more quality jobs in San Diego.

Nikia Clarke, senior vice president of the **San Diego Regional EDC** and executive director of the **World Trade Center San Diego**, was part of that delegation.

Clarke, who helps drive strategy for regional economic development, said Samsung's additional spot in San Diego sends a strong message about regional goals for global growth.

"This is well aligned with our economic development priorities," Clarke said. "The global engagement reinforces our economic development objectives, and those objectives are really good, high-quality jobs in our

most competitive sectors like semiconductors, the life sciences, and other strategic technologies energy and clean technologies.

"I think it's important that Samsung Semiconductor has been in the region and part of the innovation fabric of the region for a long time. This new office is essentially a customer support office that will support the foundry and the memory team, and so it's exciting to have sort of new functions moving here."

Innovating and Expanding in the U.S.

Han said Samsung is focused on innovating the most advanced semiconductor technology. He said the company's expanding portfolio of strategic partnerships enables it to access new technologies and enter new markets, helping to strengthen the supply chain.

"In the U.S. alone, Samsung has produced chips since 1996 and was one of the first semiconductor companies to produce chips domestically," he said. "We will continue to expand and develop innovative, high performing technologies to provide significant benefits for our customers and partners."

The San Diego EDC reported last October that South Korean-based companies directly employ more than 850 San Diegans, predominantly in the technology and manufacturing industries at companies like Samsung and Hyundai, and that the U.S. and

South Korea hold the No. 1 and No. 2 spots, respectively, in global market share of the semiconductor industry. The EDC noted that South Korea is the No. 13 country investing venture capital into San Diego by deal count.

Samsung has multiple offices and R&D facilities in countries across the globe, including South Korea headquarters; North, Central and South America; Europe; the Middle East; Africa; Japan; and Southeast and South-west Asia.

Samsung has invested nearly \$50 billion in the U.S. since arriving in 1978. Its main U.S. office is headquartered in San Jose with an office and fab in Austin, Texas, primarily focused on U.S. manufacturing.

"In total, we have more than 20,000 employees in the U.S., innovating everything from semiconductors to manufacturing to enhancing customer experiences," Han said. ■



Nikia Clarke
Senior VP
San Diego Regional EDC

Samsung Electronics, Ltd.

FOUNDED: 1969
FOUNDER: Lee Byung-chul
HEADQUARTERS: South Korea
BUSINESS: Electronics/Info Tech
REVENUE: \$194 billion (2023)
STOCK: 005930 (KRX)
EMPLOYEES: 270,000
WEBSITE: semiconductor.samsung.com/us/
CONTACT: 800-726-7864
SOCIAL IMPACT: Samsung partners with government and organizations around the world to provide education through Samsung Corporate Citizenship.
NOTABLE: Samsung Electronics America was founded in 1978.

alwaysAI

➔ from page 4

groups and companies, including the **Instituto de Ingenieros de Minas del Perú (Instituto)** and their collaboration with the **Mining Innovation Hub at Perumin**.

"The mine-to-market value chain is complex, and improvements must be highly data-driven," said **Carlos Diez Canseco**, general manager of the Instituto. "Artificial intelligence can transform mining operations by increasing productivity, improving safety, and helping mitigate environmental impacts. We are delighted to



Carlos Diez Canseco
General Manager
Instituto de Ingenieros de Minas del Perú

work with companies like alwaysAI and their Vision AI solutions to improve mining."

The Instituto represents established mines and miners, including the operators of the large **Antamina** copper and zinc mine in the Andes, and the Lima-based precious metals mining company **Buenaventura**.

Privately-held alwaysAI shared that it nearly tripled its valuation during its last round of fundraising, and more than doubled its enterprise business from last year. In December, a spokesperson wrote that it raised \$18 million in funding. The company has reportedly worked with several local businesses,

including **Qualcomm** and **Ceramic Pro**.

Last year, alwaysAI announced a strategic partnership with world-leading neuroscience and machine-learning expert, **Dr. Gabriel Silva, PhD**. The UC San Diego professor of Neurosciences and Bioengineering plans to collaborate with alwaysAI to advance the company's tech and solutions. The company shared that Dr. Silva's work aims to understand how the brain works as an engineered system and how to apply this understanding to next-generation machine learning and machine inference.

"Humans are multi-modal (we can understand, analyze, and create information from different types of data inputs like text, images, audio, and video), so AI also has to be multi-modal," added Beard. "We're

extending our Vision AI platform to be able to handle other modes of input like sound and text to bring even more practical value to real-time data and actionable insights." ■

alwaysAI

FOUNDED: 2018
CO-FOUNDER & CEO: Marty Beard
HEADQUARTERS: Cardiff
EMPLOYEES: 25
BUSINESS: AI
WEBSITE: alwaysAI.co
CONTACT: kathleen.siddell@alwaysAI.co
NOTABLE: alwaysAI partnered with John Abbamondi, former CEO of BSE Global, the parent company of the Brooklyn Nets and Barclays Center, to bring the power of computer vision to the sports and entertainment industry.

SEAL Museum

➔ from page 8

NSMSD will also have a retail space where Perry said he expects things like t-shirts, coffee cups and other items with SEALs logos on them can be bought, with money raised going back into the museum and toward its operating costs.

Perry said there is still much work to be done, including repairs to a 30-year-old roof, adding restrooms and upgrading HVAC needs.

"We've raised about \$6 million toward this endeavor," said Perry, a native San Diegan who served in the SEALs from 1982 until 2022. "But we know we need to raise a lot more to completely build this museum up. It's still a bit of work in progress. We've met with the designers but we still are working on modifications that need to be done to the building. We're working on getting the exhibits built and expect to have people in there swinging hammers this month getting things moving."

Perry said when finished, the museum's bottom floor will have immersive media and exhibits, an honor wall and retail space and the top floor will have the main gallery, telling the story of the SEAL teams through time and exhibits that focus on the SEALs' mission.

The NSMSD should be a major tourist draw in the San Diego and the greater

Southern California region, bringing additional visitors and revenue to the surrounding areas.

San Diego Tourism Authority President and CEO **Julie Coker** said that world-class museums are vital to making San Diego a compelling destination, "from Balboa Park's arts institutions to maritime museums along the waterfront."

"The Navy SEAL Museum will stand as a symbol of San Diego's deep military roots and provide a gateway for visitors to understand and appreciate the extraordinary capabilities of the elite forces within our U.S. military," Coker said. "The museum's downtown location will add vibrancy and cultural significance to the city, creating jobs and giving locals and visitors an opportunity to engage with our city's storied military community."

Partnerships with Community, Schools Law Enforcement

The museum also plans to be an active partner in the region and will invest in educational programs to provide benefit to public schools and local communities as it does with its original site in Florida.

Since 1985, the **National Navy UDT-SEAL Museum** has been on an island near Fort Pierce, Florida, the birthplace of modern-day SEALs during World War II. It is



Julie Coker
President & CEO
San Diego Tourism
Authority

the only museum dedicated solely to preserving the history of the U.S. Navy SEALs and its predecessors.

"The notion launched in February of 2016 where the Florida board said essentially, 'What can we do to expand our impact? What can we do to increase the contributions we're making to the greater community in this country?'" McClure said. "So the consensus of that board was 'Lets expand but let's go specifically to San Diego,' which as you know is the headquarters of Naval Special Warfare."

McClure and Perry said the museum in San Diego will partner with law enforcement personnel to do outreach with at-risk youth and disadvantaged residents, looking to be mentors and to inspire to those most in need. "Our future is our youth," Perry said. "Something we want to do is to inspire people and educate them. And yes, it will be entertaining, because we know they're curious and want to learn but they also want to have fun. So we'll have simulators and interactive things that you can learn from."

"Maybe they don't want to become a SEAL, but they still want to become a doctor and astronaut or whatever. So that is a big a big part of our plan. We want to encourage them to be a good team player, not

self over team but people who are going to be good citizens with integrity, with leadership qualities."

The origin of today's Navy SEALs traces back to formidable units created during World War II.

Amphibious Scouts and Raiders were formed in 1942 for amphibious reconnaissance operations. Naval Combat Demolition Units began in 1943, trained for clearing beach obstacles at Normandy.

Underwater Demolition Teams were created in 1944 -- combat swimmers conducted coastline reconnaissance and demolition of obstacles that impeded amphibious landings in the Pacific. ■

Navy SEAL Museum San Diego



FOUNDED: 1985 (Florida)

CEO: Rick Kaiser (Ret. SEAL)

EXECUTIVE DIRECTOR: Todd Perry

HEADQUARTERS: 1001 Kettner Blvd., San Diego

BUSINESS: Nonprofit Museum

EMPLOYEES: 12 employees anticipated and 50 volunteers

WEBSITE: navysealmuseum.org

CONTACT: 619-566-7956

SOCIAL IMPACT: Community engagement initiative working with SD County Sheriff's Dept. to provide individuals to help with programs that target at-risk kids.

NOTABLE: Original museum in Florida located on original training grounds for WWII frogmen (precursor to the SEALs).

Boundless Bio

➔ from page 1

raising \$100 million in a Series C that was co-led by **RA Capital Management** and **Leaps by Bayer**, the impact investment arm of **Bayer AG** (U.S.: OTC: BAYRY). Bayer owns approximately 9% of the company.

In an interview with the San Diego Business Journal in May of last year, Boundless CEO **Zachary Hornby** said the investment from Bayer "shows that pharma is aware of what we're doing, sees value in what we're doing and deemed this sufficiently rigorous science to put money into."

ARCH Venture Partners, which holds around a 16% stake in Boundless, was the first VC to deem the rigorous science worthy to put money into by leading a \$46 million

Series A in 2019. **Nextech Invest** and **RA Capital** followed with an oversubscribed \$105 million Series B in 2021.

Other major investors in the company include **Fidelity Management & Research Company LLC** and **Vertex Ventures HC**.

Robust Programs, Platforms for Novel Targets

Boundless' therapeutics go after a novel target – ecDNA, a root cause of oncogene tumor amplification. Cancers with oncogene amplifications occur in about a quarter of patients and "remain one of the largest unmet needs in the cancer industry," Hornby said. "We're going after a big population with a big idea. It's cutting-edge biology and we're hoping we can make a meaningful impact in these patients."

Roughly 400,000 patients are newly diagnosed in the U.S. each year with oncogene

amplified cancer.

The company's lead therapeutic, **BBI-355**, is an oral drug that was shown to manage ecDNA replication in cancer cells in pre-clinical models and is currently being studied in a first-in-human, Phase ½ trial with results expected in the second half of this year. Boundless has a second ecDNA therapeutic, or ecDTx, in a Phase ½ trial that began last month. Results are expected in the second half of 2025. A third ecDTx program is currently being advanced through drug discovery to candidate identification and the company expects to submit an investigational new drug application (IND) as early as the first half of 2026.

In addition to developing ecDTx programs, Boundless also developed an ecDNA diagnostic, which the company calls **ECHO** (ecDNA Harboring Oncogenes), that detects ecDNA in patient tumor samples using genomic data output from routine next-generation sequencing (NGS) assays.

Boundless also developed a platform it calls **Spyglass** to identify new ecDNA targets.

"We have built our **Spyglass** platform to identify specific, druggable targets essential to ecDNA formation and function in cancer cells," the company wrote in its SEC filing. "To our knowledge, **Spyglass** is the only platform in the biopharma industry focused on identifying ecDNA-enabled vulnerabilities in cancer." ■

Boundless Bio, Inc.



FOUNDED: 2018

CEO: Zachary Hornby

HEADQUARTERS: San Diego

BUSINESS: Next-generation precision oncology company dedicated to the discovery and development of new drugs targeting ecDNA

FUNDING: \$251 million (Series A-C)

EMPLOYEES: 70+

WEBSITE: www.boundlessbio.com

NOTABLE: In 2022, a team led by Boundless Bio scientific co-founders was one of the winners of the Cancer Grand Challenges, a global initiative funded by Cancer Research UK and the National Cancer Institute, to further investigate the pathogenesis of ecDNA in cancer.

WD-40

➔ from page 3

to use Brazil as a hub for other distribution in South America, Weiser said in the note.

Theron was founded in 1997 and its only business has been the distribution and sales of **WD-40** products. **M12 Participações Empresariais S.A.** was the seller in the stock-for-cash transaction. The seller will continue to provide logistics services.

WD-40 Company's signature product is available in more than 176 countries and territories worldwide.

The company estimates the long-term global growth opportunity for **WD-40 Multi-Use Product** is greater than \$1 billion.

'Solid First Quarter Performance'

The business last reported its financial results on Jan. 9.

In the first quarter of fiscal 2024, which ended Nov. 30, the business reported net

income of \$17.5 million or \$1.28 per diluted share on net sales of \$140.4 million.

Analysts had expected earnings of \$1.05 per share. Shares of **WDFC** settled at \$235.85 at closing time on Jan. 9. Minutes later it was revealed that earnings were 23 cents better than analysts' expectations. Shares opened the following day at \$256.90 and closed at \$271.72, up 15% for the day.

Year over year, first quarter net income grew 25% while net sales grew 12%. In the same quarter one year ago, the company reported net income of slightly less than \$14 million or \$1.02 per diluted share on net sales of \$124.9 million.

Foreign exchange created favorable conditions for **WD-40 Company** during the recently ended quarter. On a constant currency basis, net sales grew 9%, versus 12% with no adjustment.

"Overall, we are incredibly pleased with our solid first quarter performance and it provides us confidence that we will achieve our 2024 financial goals," Brass said in a statement.

In February, the company reiterated its

guidance of net sales growth between 6% and 12%, with net sales between \$570 million and \$600 million (both on a constant currency basis). Net income was expected to be \$65 million to \$70 million.

Shares of **WD-40 Company** closed March 11 at \$250.61. Over the last 52 weeks, shares have traded in a range of \$163.82 and \$278.78.

Four 'Must Win Battles' Include Online Engagement

In addition to Leading Geographic Expansion, **WD-40 Company** has given its employees three other "Must-Win Battles" to think about. The second of these is to Accelerate Premiumization (notably with **WD-40 Smart Straw** and **EZ-Reach** products) which will contribute to revenue growth and gross margin expansion. The third is to Drive Growth in **WD-40 Specialist** products. The fourth is to Turbocharge Digital Commerce, increasing brand awareness and engagement online. The latter is expected help the previous three battles.

The company reiterated it is working to

de-emphasize its home care and cleaning brands – these include **Lava soap**, **X-14** mildew stain remover and **2000 Flushes** toilet cleaning products – and focus on maintenance products, which carry higher margins.

The homecare and cleaning brands are available in niche segments and markets and provided only 6% of net sales in fiscal 2023. By contrast, **WD-40 Multi-Use Product** provided 81% of net sales and **WD-40 specialist** provided the remaining 13%. ■

WD-40 Company



FOUNDED: 1953 as Rocket Chemical Company

CEO: Steve Brass

HEADQUARTERS: Scripps Ranch

BUSINESS: Specialty chemicals and household products

REVENUE: \$537.3 million in fiscal 2023

EMPLOYEES: 613

STOCK: WDFC (Nasdaq)

WEBSITE: wd40company.com

CONTACT: 619-275-1400

NOTABLE: **WD-40** marketing people have cataloged more than 2,000 uses for its Multi-Use Product

Beam Global

→ from page 3

European EV market. “Our center of gravity has somewhat shifted to Europe now. We now have more employees, more equipment, a bigger factory and everything else there than we do here – but not at the expense of American growth.”

Special Factors Drive ‘Bullish’ European Outlook

Wheatley cited several factors driving Beam’s bullishness on Europe. There are 405 million cars in Europe, compared to the U.S.’s 290 and China’s 319. By EU regulation, those cars will someday be EVs. Sales of combustion engine-vehicles will be banned in 2035. The war in Ukraine also brought instability to the gas-powered electrical grid – an issue that doesn’t affect Beam’s solar-powered ARC chargers that can operate off-grid.

“All these things make our products absolutely ideal for that market – much more so than they even are in America where we had 300% growth year-over-year last year,” he said, adding that Beam expects its sales in Europe to catch up to its U.S. sales “soon.”

Another advantage Beam has in Europe is its facility located in Serbia, which gives the company logistical access to Western and Eastern Europe and is less expensive to operate than its U.S. facilities, Wheatley said. The facility, part of the Amiga acquisition, came equipped with the personnel and machines to do many of the processes that the U.S. operation currently outsources.

“That has dramatically improved the economics,” he said, adding that Beam is currently expanding its U.S. manufacturing capabilities to close out the outsourcing of components and making the manufacturing more vertically integrated and pointed to the company’s 2022 acquisition of battery



Beam Global CEO Desmond Wheatley (right) shakes hands with Brigadier Thomas Harper as Stuart Johnson, C5ISR team leader of the British Defense Staff, United States looks on. Photo courtesy of Beam Global

company AllCell Technologies. “I see more of that moving forward.”

High-Profile Customers a ‘Powerful Tool’ for Sales

Beam’s Europe business will also benefit from lessons learned in the U.S., where the company has found its “most powerful selling tool” in the adoption of its charging solutions by well-known state, federal and military institutions.

“Nothing makes it easier to sell an EV ARC to a new customer that doesn’t understand it than to say ‘the Army uses these,’” Wheatley said.

That powerful tool is now ready to deploy, with the adoption of the ARC by the UK Ministry of Defense, who will first use the chargers for its overseas bases, starting with its base in Cyprus.

“This is going to give them infrastructure to charge their electric vehicles on Cyprus

but also have a source of emergency power to give them resiliency,” Wheatley said, adding that the UK military will also use the mobile transportable charging units “to learn about future warfare scenarios where drones, robots and vehicles are electric and they need to be able to dispatch electrical generation into forward operating environments without relying on liquid fuels, without creating a heat signature – without doing all the things internal combustion requires.”

Brigadier Tom Harper – the British Strategic Command attaché to the U.S. – toured Beam’s San Diego headquarters last week and touted the Cyprus project as showing the “strength and benefit” of UK and U.S. industry partnership.

“Meeting the myriad of challenges posed by climate change requires close collaboration between international allies,” he said. “Beam Global and its patented solar-powered

EV ARC will provide not only clean energy for British military electric vehicles in Cyprus, but the product is multi-utility and will be trialed to provide green energy and power key defense equipment in remote locations and overseas areas.” ■

Beam Global



FOUNDED: 2006
CEO: Desmond Wheatley
HEADQUARTERS: Sorrento Valley
BUSINESS: Clean technology leader providing innovative, sustainable products and technologies for EV charging, energy storage, energy security and outdoor media
STOCK: BEEM (NASDAQ)
REVENUE: \$47.3 million (Q1-Q3 of FY2023, a 236% increase over 2022)
WEBSITE: beamforall.com/
NOTABLE: In January, Business Intelligence Group named Wheatley as its 2023 Global Sustainability Hero Award winner.

Tendo

→ from page 6

opposite is not true. Companies that start with a financial goal at their core are rarely mission successful.”

Products Built on the ‘Tendo Technology Platform’

Tendo’s platform is designed to be flexible, adaptable and scalable, allowing it to meet the current and future healthcare needs of its customers.

“We work closely with a select group of foundational customers who provide valuable feedback, which we incorporate to build applications with more focus and greater efficiency over time,” Dan Goldsmith said.

The Tendo team has created platforms and solutions for companies like **Workday**, **Salesforce.com**, **Veeva** and **Instructure**.

“Our commitment is to improve care for patients, clinicians and caregivers,” Dan Goldsmith said. “It is hard to talk about purpose and mission without talking about culture. We work hard to be both deliberate and organic with Tendo’s culture. Jen and I have and will continue to interview every single employee before extending an offer to join the company. That gives us the opportunity from the start to connect people to our mission and to set the example that every employee matters.”



Kelly Makovsky
SVP, Operations
Tendo

Culture Lands Company on Forbes List

While many viewed the pandemic as a challenge, “we saw it as an opportunity to reimagine the traditional approach to company culture and connection,” said Kelly

Makovsky, senior vice president of operations for Tendo. “From the outset, we focused on things that created a sense of ownership for every Tendo employee. Every employee interviews with our founders. Every employee has equity. Every employee has a voice.”

Four years after the onset of the pandemic, and now 150 employees strong, Tendo recently earned the No. 20 spot on the **Forbes** ranking of America’s 500 Best Startup Employers 2024.

About the **Forbes** honor, Dan Goldsmith says it ties into one of the company values at Tendo: Impact.

“We care deeply about improving the lives of our customers, employees and communities,” he said. “It is our customer focus that really stands out. Customer success is No. 1,

and all Tendo employees know that we do what it takes to serve our customers. That is the only way to build trust and become a company that is respected in the market.” ■

Tendo



FOUNDED: 2020
CEO: Dan Goldsmith
HEADQUARTERS: San Diego, Philadelphia, San Francisco, Salt Lake City, Nashville, Chicago
BUSINESS: Healthcare marketplace
VALUATION: \$550 million
EMPLOYEES: 150+
WEBSITE: https://tendo.com
CONTACT: tendo.com/contact
SOCIAL IMPACT: Employees are owners, with each person receiving an equity grant.
NOTABLE: Company’s “Tendo Breathe” program provides an annual stipend for each employee to spend on activities that promote personal well-being, with employees having the freedom to choose how they use their wellness benefits.

Black Box

→ from page 6

accident where he snapped his right femur and cut short his military career in the **Marine Corps**.

“I got hurt at work and it changed my life forever, so it became my mission to make sure others don’t get hurt at work,” he said.

Inspired by the show “Shark Tank,” Dalton left 3M to found Black Box, distributing safety equipment to government agencies and large organizations that valued working with “a disabled veteran-owned business,” he said.

Black Box early on had relationships with Highway Patrol and Department of Corrections, supplying masks and gloves. “Because of our expertise in that product category, we grew a lot during COVID,” Dalton said.

As the pandemic waned, Black Box pivoted away from PPE and into industrial supplies to a broader mix of state agencies, such as state hospitals, which also opened up another business stream for the company.

“A lot of these state agencies also have a law enforcement component. Every single agency has law enforcement at some level,” Dalton said. “We started providing law enforcement and tactical supplies – body

armor, shields, helmets – and that paired well with my background in the Marine Corps.”

The diversification paid off. Over the 2020 to 2023 period, Black Box grew 4,437%, landing on fastest-growing company lists such as Inc. and the San Diego Business Journal.

Black Box is currently pursuing future growth areas, including expanding its “kitting” services – providing hygiene kits for the state prison system. “And because of the border crisis, we’re in the process of offering those kits to the **Department of Homeland Security and Customs and Border Protection**.

There’s definitely a need for those kits along the southern border,” Dalton said. ■

Black Box Safety, Inc.



FOUNDED: 2017
PRESIDENT: Jackson Dalton
HEADQUARTERS: El Cajon
BUSINESS: safety equipment supplier
REVENUE: \$29 million (2023)
EMPLOYEES: 17
CONTACT: 619-499-7943
WEBSITE: www.blackboxsafety.com
NOTABLE: Black Box Safety is a disabled veteran-owned business.

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LEGAL NOTICES

FICTITIOUS BUSINESS NAME STATEMENT FBN #2024-9003858
This statement was filed with Jordan Z. Marks., Recorder/County Clerk of San Diego County On: Feb 21, 2024. FICTITIOUS BUSINESS NAME(S): READY SET REAL TIME LOCATED AT: 718 Sycamore Ave, Space 2, Vista, Ca. 92083, San Diego. Mailing Address: 718 Sycamore Ave Space 2, Vista, CA. 92083 REGISTRANT INFORMATION: a. NADIA ISABELLA ANTONIO. 718 Sycamore Ave, Space 2, Vista, CA. THIS BUSINESS IS CONDUCTED BY: A. An Individual. Registrant has not yet begun to transact business under the name(s) above. Pub Dates: 02/26, 03/04, 03/11, 03/18/2024.

FICTITIOUS BUSINESS NAME STATEMENT FBN #2024-9003591
This statement was filed with Jordan Z. Marks., Recorder/County Clerk of San Diego County On: Feb 15, 2024. FICTITIOUS BUSINESS NAME(S): MORNINGSTAR HILLS RANCH LOCATED AT: 10490 Camino Del Venado, Valley Center, Ca. 92082, San Diego. Mailing Address: 10490 Camino Del Venado, Valley Center, Ca. 92082. REGISTRANT INFORMATION: a. HAROLD INVESTMENTS, INC., General Partner of HAROLD INVESTMENTS, LP 10490 Camino Del Venado, Valley Center, Ca. 92082, California. b. ALA Interests, LLC, General Partner of HAROLD INVESTMENTS, LP. 8975 Lawrence Welk Drive #195, Escondido, Ca. 92026, California c. JCP Interests, LLC, General Partner of HAROLD INVESTMENTS, LP, 12899 Grove Knoll Lane, Valley Center, Ca. 92082, California. THIS BUSINESS IS CONDUCTED BY: D. A Limited Partnership. Registrant first began to transact business under the name(s) above as of 01/01/2018. Pub Dates: 02/26, 03/04, 03/11, 03/18/2024.

FICTITIOUS BUSINESS NAME STATEMENT FBN #2024-9003471
This statement was filed with Jordan Z. Marks., Recorder/County Clerk of San Diego County On: Feb 15, 2024. FICTITIOUS BUSINESS NAME(S): IRON EAGLE SUPPLY LLC LOCATED AT: 3354 Clairemont Mesa Blvd., San Diego, Ca. 92117, San Diego. Mailing Address: 3354 Clairemont Mesa Blvd., San Diego, Ca. 92117. REGISTRANT INFORMATION: a. IRON EAGLE SUPPLY LLL. 3354 Clairemont Mesa Blvd., San Diego, Ca. 92117, California. THIS BUSINESS IS CONDUCTED BY: I. A Limited Liability Company. Registrant first began to transact business under the name(s) above as of 02/14/2024. Pub Dates: 02/26, 03/04, 03/11, 03/18/2024.

FICTITIOUS BUSINESS NAME STATEMENT FBN #2024-9003457
This statement was filed with Jordan Z. Marks., Recorder/County Clerk of San Diego County On: Feb 14, 2024. FICTITIOUS BUSINESS NAME(S): VOLTI TECHNOLOGIES LOCATED AT: 11041 1/2 Camino Playa Carmel, San Diego, Ca. 92124, San Diego. Mailing Address: 11041 1/2 Camino Playa Carmel, San Diego, Ca. 92124. REGISTRANT INFORMATION: a. MOHAMMED MAZIN MAHDI. 11041 1/2 Camino Playa Carmel, San Diego, Ca. 92124. THIS BUSINESS IS CONDUCTED BY: A. An Individual. Registrant has not yet begun to transact business under the name(s) above. Pub Dates: 02/26, 03/04, 03/11, 03/18/2024.

FICTITIOUS BUSINESS NAME STATEMENT FBN #2024-9003332
This statement was filed with Jordan Z. Marks., Recorder/County Clerk of San Diego County On: Feb 13, 2024. FICTITIOUS BUSINESS NAME(S): DAL BAM MOON NIGHT LOCATED AT: 4425 Convoys St. Ste 217, San Diego, Ca. 92111, San Diego. Mailing Address: 4425 Convoys St. Ste 217, San Diego, Ca. 92111. REGISTRANT INFORMATION: a. SUN HEE PARK 4425 Convoys St. Ste 217, San Diego, Ca. 92111, California. THIS BUSINESS IS CONDUCTED BY: A. An Individual. Registrant has not yet begun to transact business under the name(s) above. Pub Dates: 02/26, 03/04, 03/11, 03/18/2024.

FICTITIOUS BUSINESS NAME STATEMENT FBN #2024-9003725
This statement was filed with Jordan Z. Marks., Recorder/County Clerk of San Diego County On: Feb 20, 2024. FICTITIOUS BUSINESS NAME(S): a. L.A.T. DETAILING L.L.C. LOCATED AT: 4421

Estrella Ave #3, San Diego, Ca. 92115, San Diego. Mailing Address: 4421 Estrella Ave #3, San Diego, Ca. 92115. REGISTRANT INFORMATION: a. L.A.T. DETAILING L.L.C. 4421 Estrella Ave #3, San Diego, Ca. 92111, California. THIS BUSINESS IS CONDUCTED BY: I. A Limited Liability Company. Registrant first began to transact business under the name(s) above as of 2/10/2023. Pub Dates: 02/26, 03/04, 03/11, 03/18/2024.

FICTITIOUS BUSINESS NAME STATEMENT FBN #2024-9002377
This statement was filed with Jordan Z. Marks., Recorder/County Clerk of San Diego County On: Jan 30, 2024. FICTITIOUS BUSINESS NAME(S): BLUE-CONNECTS LOCATED AT: 701 5TH Avenue, Suite 4200, Seattle, WA., 98104, King. Mailing Address: 701 5th Avenue, Suite 4200, Seattle, WA., 98104. REGISTRANT INFORMATION: a. CALL CENTERS INDIA INCORPORATED 701 5TH Ave., Suite 4200, Seattle, WA. 98104. Washington. THIS BUSINESS IS CONDUCTED BY: F. Corporation. Registrant has not yet begun to transact business under the name(s) above. Pub Dates: 02/26, 03/04, 03/11, 03/18/2024.

FICTITIOUS BUSINESS NAME STATEMENT FBN #2024-9004050
This statement was filed with Jordan Z. Marks., Recorder/County Clerk of San Diego County On: Feb 23, 2024. FICTITIOUS BUSINESS NAME(S): WINE TOURS AUSTRALIA & NEW ZEALAND LOCATED AT: 9595 Easter Way #6, San Diego, Ca. 92121, San Diego. Mailing Address: 9595 Easter Way #6, San Diego, Ca. 92121. REGISTRANT INFORMATION: a. LINDSEY NEALE-ROZGA 9595 Easter Way #6, San Diego, Ca. 92121. THIS BUSINESS IS CONDUCTED BY: B. A Married Couple. Registrant first began to transact business under the name(s) above as of 2/26/2019. Pub Dates: 03/04, 03/11, 03/18, 3/25/2024.

FICTITIOUS BUSINESS NAME STATEMENT FBN #2024-9004119
This statement was filed with Jordan Z. Marks., Recorder/County Clerk of San Diego County On: Feb 23, 2024. FICTITIOUS BUSINESS NAME(S): a. VERT ENVIRONMENTAL b. VERT ENVIRONMENTAL TESTING AND CONSULTING c. VERT ENVIRONMENTAL TESTING d. VERT ENVIRONMENTAL CONSULTING e. VERT ENVIRO f. VERT LOCATED AT: 4715 Viewridge Ave Suite 210, San Diego, Ca. 92123, San Diego. Mailing Address: 4715 Viewridge Ave Suite 210, San Diego, Ca. 92123. REGISTRANT INFORMATION: a. DEPRO-FUNDIS INC. 4715 Viewridge Ave Suite 210, San Diego, Ca. 92123. THIS BUSINESS IS CONDUCTED BY: F. A Corporation. Registrant first began to transact business under the name(s) above as of 05/15/2013. Pub Dates: 03/04, 03/11, 03/18, 3/25/2024.

FICTITIOUS BUSINESS NAME STATEMENT FBN #2024-9004381
This statement was filed with Jordan Z. Marks., Recorder/County Clerk of San Diego County On: Feb 15, 2024. FICTITIOUS BUSINESS NAME(S): a. RIVALSIKSTUDIO LOCATED AT: 8593 Schneple Dr., San Diego, Ca. 92126. Mailing Address: 8593 Schneple Dr., San Diego, Ca. 92126. REGISTRANT INFORMATION: a. ANTHONY PHILIP KIM 8593 Schneple Dr., San Diego, Ca. 92126. THIS BUSINESS IS CONDUCTED BY: A. An Individual. Registrant has not yet begun to transact business under the name(s) above. Pub Dates: 03/04, 03/11, 03/18, 3/25/2024.

FICTITIOUS BUSINESS NAME STATEMENT FBN #2024-9004067
This statement was filed with Jordan Z. Marks., Recorder/County Clerk of San Diego County On: Feb 23, 2024. FICTITIOUS BUSINESS NAME(S): a. PAX PRINTERS REPAIR LOCATED AT: 112 N. Kalmia St., Escondido, Ca. 92025, San Diego. Mailing Address: 112 N. Kalmia St., Escondido, Ca. 92025. REGISTRANT INFORMATION: a. DANIEL JOSEPH GILL 112 N. Kalmia St., Escondido, Ca. 92025. THIS BUSINESS IS CONDUCTED BY: A. An Individual. Registrant first began to transact business under the name(s) above as of 05/10/2012. Pub

ASSOCIATE ATTORNEY

Associate Attorney sought by Korein Tillery, PC to conduct legal research and analyze competition/class actions/ antitrust/ unfair competition/ consumer laws, prepare legal brief, and represent clients in court hearings, etc. Job site in San Diego, CA. Travel required: 1 to 2 times per month to New York City for hearings, meetings, and depositions. Salary: \$185,973 per year. Send resume to: 707 Broadway, Suite 1410, San Diego, CA 92101. Attn. Christopher Burke.

TECHNOLOGY

Technology positions w/ Dexcom, Inc. in San Diego, CA. Sr. Staff Systems Design Engineer (#VM-0827; hybrid; pay: \$171,080-\$248,300/yr); Staff Business Intelligence Analyst (#AR-0423; hybrid; pay: \$151,736-\$185,100/yr); Sr. Systems Administrator (#HT-0823; 100% remote; pay: \$131,602-\$145,000/yr). Email resume w/ Job# to TA_review@dexcom.com. EOE

Dates: 03/04, 03/11, 03/18, 3/25/2024.

FICTITIOUS BUSINESS NAME STATEMENT FBN #2024-9003697
This statement was filed with Jordan Z. Marks., Recorder/County Clerk of San Diego County On: Feb 16, 2024. FICTITIOUS BUSINESS NAME(S): a. GOLDFINGERS b. GOLDFINGERS GENTLEMENS CLUB LOCATED AT: 8660 Miramar Rd #F, San Diego, Ca. 92126, San Diego. Mailing Address: 8660 Miramar Rd #F, San Diego, Ca. 92126. REGISTRANT INFORMATION: a. FINGER ONE INC 8660 Miramar Rd. #F, San Diego, Ca. 92126, California. THIS BUSINESS IS CONDUCTED BY: F. A Corporation. Registrant first began to transact business under the name(s) above as of 3/01/2009. Pub Dates: 03/04, 03/11, 03/18, 3/25/2024.

FICTITIOUS BUSINESS NAME STATEMENT FBN #2024-9003300
This statement was filed with Jordan Z. Marks., Recorder/County Clerk of San Diego County On: Feb 23, 2024. FICTITIOUS BUSINESS NAME(S): a. GNET PROPERTIES INC LOCATED AT: 16840 Bernardo Center Dr, San Diego, Ca. 92128, San Diego. Mailing Address: 14245 Bourgeois Way, San Diego, Ca. 92129. REGISTRANT INFORMATION: a. GNET PROPERTIES INC. 14245 Bourgeois Way, San Diego, Ca. 92129, California. THIS BUSINESS IS CONDUCTED BY: F. A Corporation. Registrant first began to transact business under the name(s) above as of 09/09/2009. Pub Dates: 03/04, 03/11, 03/18, 3/25/2024.

FICTITIOUS BUSINESS NAME STATEMENT FBN #2024-9001631
This statement was filed with Jordan Z. Marks., Recorder/County Clerk of San Diego County On: Jan 23, 2024. FICTITIOUS BUSINESS NAME(S): a. RANCHO SANTA FE AUDIOLOGY b. RSF AUDIOLOGY LOCATED AT: 6037 La Granada, Suite D, Rancho Santa Fe, Ca. 92067, San Diego. Mailing Address: PO Box 524, Rancho Santa Fe, Ca. 92067. REGISTRANT INFORMATION: a. SARA MATTSOON MADISON AUDIOLOGY, APC, PO BOX 524, Rancho Santa Fe, Ca. 92067, California. b. SARA MATTSOON MADISON AUDIOLOGY, APC PO BOX 524, Rancho Santa Fe, Ca. 92067, California. THIS BUSINESS IS CONDUCTED BY: F. A Corporation. Registrant first began to transact business under the name(s) above as of 11/18/2018. Pub Dates: 03/04, 03/11, 03/18, 3/25/2024.

FICTITIOUS BUSINESS NAME STATEMENT FBN #2024-9002380
This statement was filed with Jordan Z. Marks., Recorder/County Clerk of San Diego County On: Jan 31, 2024. FICTITIOUS BUSINESS NAME(S): a. STREET SIDE THAI KITCHEN LOCATED AT: 3025 University Ave, San Diego, Ca. 92104, San Diego. Mailing Address: 5865 Amaya Drive, La Mesa, Ca. 91942. REGISTRANT INFORMATION: a. SAKULTIP CHANNINGAM, 5865 Amaya Drive, La Mesa, Ca. 91942. THIS BUSINESS IS CONDUCTED BY: A. An

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Individual. Registrant first began to transact business under the name(s) above as of 01/31/2024. Pub Dates: 03/11, 03/18, 3/25, 4/01/2024.

FICTITIOUS BUSINESS NAME STATEMENT FBN #2024-9004148
This statement was filed with Jordan Z. Marks., Recorder/County Clerk of San Diego County On: Feb 26, 2024. FICTITIOUS BUSINESS NAME(S): a. KO-Z-FIT FAUCET FASHION LOCATED AT: 5189 Naranja St., San Diego, Ca. 92114, San Diego. Mailing Address: 5189 Naranja St., San Diego, Ca. 92114. REGISTRANT INFORMATION: a. JACQUELYNN D. MILLER 5189 Naranja St. San Diego, Ca. 92114. THIS BUSINESS IS CONDUCTED BY: A. An Individual. Registrant has not yet begun to transact business under the name(s) above. Pub Dates: 03/11, 03/18, 3/25, 4/1/2024.

FICTITIOUS BUSINESS NAME STATEMENT FBN #2024-9005035
This statement was filed with Jordan Z. Marks., Recorder/County Clerk of San Diego County On: Mar 06, 2024. FICTITIOUS BUSINESS NAME(S): a. MAGNUM ARTIST MANAGEMENT b. MENGOT ENTERPRISES LOCATED AT: 750 Beech St. #152, San Diego, Ca. 92101, San Diego. Mailing Address: 750 Beech St. #152, San Diego, Ca. 92101. REGISTRANT INFORMATION: a. NONGHO MANYI-AYUK MENGOT. 750 Beech St. #152, San Diego, Ca. 92101. THIS BUSINESS IS CONDUCTED BY: A. An Individual. Registrant first began to transact business under the name(s) above as of 3/05/2024. Pub Dates: 03/11, 03/18, 3/25, 4/1/2024.

FICTITIOUS BUSINESS NAME STATEMENT FBN #2024-9001631
This statement was filed with Jordan Z. Marks., Recorder/County Clerk of San Diego County On: Jan 23, 2024. FICTITIOUS BUSINESS NAME(S): a. RANCHO SANTA FE AUDIOLOGY b. RSF AUDIOLOGY LOCATED AT: 6037 La Granada, Suite D, Rancho Santa Fe, Ca. 92067, San Diego. Mailing Address: PO Box 524, Rancho Santa Fe, Ca. 92067. REGISTRANT INFORMATION: a. SARA MATTSOON MADISON AUDIOLOGY, APC, PO BOX 524, Rancho Santa Fe, Ca. 92067, California. b. SARA MATTSOON MADISON AUDIOLOGY, APC PO BOX 524, Rancho Santa Fe, Ca. 92067, California. THIS BUSINESS IS CONDUCTED BY: F. A Corporation. Registrant first began to transact business under the name(s) above as of 11/18/2018. Pub Dates: 03/04, 03/11, 03/18, 3/25/2024.

FICTITIOUS BUSINESS NAME STATEMENT FBN #2024-9005590
This statement was filed with Jordan Z. Marks., Recorder/County Clerk of San Diego County On: Mar 12, 2024. FICTITIOUS BUSINESS NAME(S): a. MR ROOTER PLUMBING LOCATED AT: 9424 Chesapeake Drive, Ste 1304, San Diego, Ca. 92123, San Diego. Mailing Address 9424 Chesapeake Drive Ste 1304, San Diego, Ca. 92123. REGISTRANT INFORMATION: a. MJ SERVICES INC. 9424 Chesapeake Dr., Ste 1304, San Diego, Ca. 92123, California. THIS BUSINESS IS CONDUCTED BY: F. A Corporation. Registrant has not yet begun to transact business under the name(s) above. Pub Dates: 03/18, 3/25, 4/01, 4/08/2024.

FICTITIOUS BUSINESS NAME STATEMENT FBN #2024-90054625
This statement was filed with Jordan Z. Marks., Recorder/County Clerk of San Diego County On: Mar 01, 2024. FICTITIOUS BUSINESS NAME(S): a. PROJECT ATHENAS b. ATHENAS TRYB LOCATED AT: 5834 Adelaide Ave., San Diego, Ca. 92115, San Diego. Mailing Address 5834 Adelaide Ave., San

INDEX

These indexes list the people, businesses, associations, organizations, etc., that are named in this week's issue. The numbers refer to the page on which the name is found.

PEOPLE	Maynard Factor..... 10	Gary London..... 13	Terry Schmidt..... 26
Doug Barnhart..... 13	Gerardo Alvear Flores..... 4	Mike Mahoney..... 13	Jason Schreiber..... 12
Marty Beard..... 4	Matt Gates..... 13	Kelly Makovasky..... 29	Matt Semic..... 13
Mike Berryhill..... 13	Kirt Gilliland..... 13	Don McClure..... 6	Gabriel Silva..... 27
Robert Betz..... 13	Todd Gloria..... 27	Rory Moore..... 26	Melisa Strukel..... 1
Andrew Bohnert..... 13	Dan Goldsmith..... 6	Ghassan Mouneimne..... 4	Adam Watson..... 4
Steve Brass..... 3	Jen Goldsmith..... 6	Ellen Neufeldt..... 12	Linda Bolton Weiser..... 3
Andre Childers..... 13	Zack Hammond..... 13	Alan Nevin..... 13	Linda Bolton Weiser..... 3
Nikia Clarke..... 27	Jinman Han..... 1	Shyue Ping Ong..... 3	Desmond Wheatley..... 3
Jackson Dalton..... 6	Brigadier Tom Harper..... 29	Jeff Osborne..... 1	Corbin Winters..... 1
D.A. Davidson..... 3	Zachary Hornby..... 28	Todd Perry..... 6	Jianbin Zhou..... 3
	Ping Liu..... 3	Scott Sass..... 13	

ASSOCIATIONS, COMPANIES & ORGANIZATIONS

3M..... 6	DPR Construction..... 13	London Moeder Advisors..... 13	San Diego Museum of Contemporary Art..... 6
Academy Mortgage..... 1	Ease Logistics..... 10	Longfellow Real Estate Partners..... 13	San Diego Regional EDC..... 27
Accenture..... 6	Erickson-Hall Construction Company..... 13	Lukos LLC..... 10	San Francisco Police Department..... 6
Allied Market Research..... 10	EvoNexus..... 4	Lux..... 6	Scripps Health La Jolla Tower II..... 13
alwaysAI..... 4	FDA..... 3	Lynx Biosciences Inc..... 26	Sewinerton Builders..... 13
American Cancer Society..... 4	Fidelity Management * Research Company LLC..... 28	M12 Participacoes Empresariais S.A..... 28	Sharp Moore MountainView Hospice Home..... 13
American Society of Clinical Oncology..... 4	Floyd Properties & Development..... 13	Marine Corps..... 29	Small Business Administration..... 3
Amiga DOO Kraljevo..... 3	Forbes..... 29	Mayo Clinic..... 4	Spanish National Cancer Research Centre..... 4
Antamina..... 27	GAFCON..... 13	McCarthy Building Companies..... 12, 13	Stratum AI..... 4
ARCH Venture Partners..... 28	Gaylord Pacific Resort & Convention Center..... 13	MDSave..... 6	Sufolk Construction..... 13
Barnhart-Reese Ocnstruction... 13	General Atomics..... 10	MeCo Diagnostics..... 4	Sustainable Power and Energy Center at UC San Diego..... 3
Bayer AG..... 28	General Atomics Electromagnetic Systems..... 10	Mining Innovation Hum at Premium..... 27	Tendo..... 6
Beam Global..... 3	General Catalyst..... 6	Nasdaq..... 1	Theron Marketing Ltda..... 3
Bioterra..... 13	General Dynamics NASSCO..... 10	National Navy UDT-SEAL Museum..... 28	U.S. Air Force..... 10
Black Box Safety Inc..... 6	Gensler..... 12	National Park Service..... 3	U.S. Army..... 3, 10
Boundless Bio Inc..... 1	George Washington University... 4	Naval Base Coronado..... 6	U.S. Department of Energy..... 3
British Strategic Command..... 29	Greater San Diego Association of Realtors..... 12	Naval Special Warfare Command..... 6	U.S. Navy..... 6, 10
Brookhaven National Laboratory 3	Guild Mortgage..... 1	Navy SEAL Museum San Diego . 6	UC San Diego..... 3, 12, 13, 27
Buenaventura..... 27	Honda Research Institute USA... 3	Nextech Invest..... 28	UC San Diego Jacobs School of Engineering..... 3
Building Industry Association of San Diego County..... 12	IBM..... 6	North Commons..... 12	UC Santa Barbara..... 3
California Department of General Services..... 6	IE VEM Managing Member LLC . 3	NTC Foundation..... 13	UCSD Triton Center..... 13
California Highway Patrol..... 6	Indian Energy LLC..... 3	One Stop Systems..... 10	UK Ministry of Defense..... 3
Cedar Street Companies..... 13	Instituto de Ingenieros de Minas del Peru..... 27	Pacific Northwest National Laboratory..... 3	University of Arizona..... 4
Ceramic Pro..... 27	Instructure..... 29	Point Blank..... 6	University of Houston..... 3
City of San Diego..... 12	Jacumba Hot Springs Hotel..... 1	Property Management Advisors..... 13	University Village Student Success Housing..... 12
Cleveland Clinic..... 4	Johns Hopkins University..... 3	Q.E.D. Systems..... 10	USS Midway Museum..... 6
ColRich..... 12	Kratos Defense & Security Solutions..... 10	Quartz Lake Capital..... 13	Veeva..... 29
Conundrum..... 4	Latitude 33 Planning and Engineering..... 13	RA Capital Management..... 28	Veeva Systems..... 6
CSC..... 6	Leaps By Bayer..... 28	Ryan Companies..... 13	Vertex Ventures HC..... 28
CSU San Marcos..... 12	Lexicon Consulting Inc..... 10	Salesforce..... 29	Viejas Band of the Kumeyaay Indians..... 3
Customs and Border Protection..... 29	Liberty Station..... 13	Samsung Electronics Ltd..... 1	WD-40 Company..... 3
Cynet Theatre..... 13	Lockheed Martin Space..... 10	Samsung Semiconductor..... 1	We Are Humankind..... 1
Department of Corrections..... 6		San Diego County Board of Supervisors..... 12	Workday..... 29
Department of Homeland Security..... 3, 29		San Diego international Airport 13	World Trade Center San Diego . 27

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FRANK POWELL

2023 SDAR PRESIDENT



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