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January/February 2013



BANK MERGERS

More efficient and better managed banks are often the result of mergers and bank failures. PG. 16

METRO MOVERS 2013

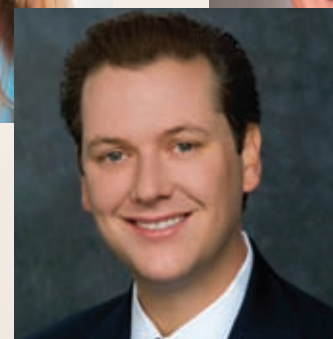
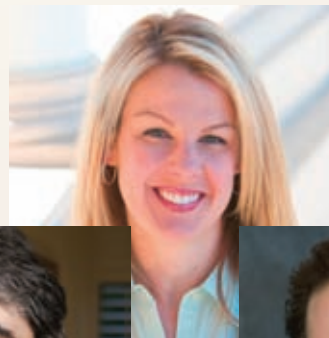
Introducing the 6th annual METRO Movers Awards: executives making a difference in the new year PG. 13

Craig Edwards

Shawn Hagerty

Kellie Hill

Gary Barthel



Steve Sefton

Pradeep Khosla

Keith B. Jones

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-Craig "Craigie" Grosvenor

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-John Moores, Owner-San Diego Padres

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

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ON THE COVER:
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Attorney Diversity

Survey leader Maggie Schroedter An annual equality survey conducted by the Lawyers Club of San Diego shows modest increases in the numbers of women in partner and leadership positions in law firms and steady numbers of non-white attorneys in law firms from last year.



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Bill Evans, Man of Influence

The Evans Hotels executive is a power player in the hospitality industry and city politics.



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New Car Review

Cadillac is not known for its small cars. Not known favorably, that is. The last one — the 1997-2001 Catera — rose to the mediocre. But this latest small Cadillac — the 2013 ATS — is a comer. And, a goer. For the first time ever there is an American alternative to a BMW 3 and all the rest of them.

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SAN DIEGO SCENE



Kilroy Realty Submits Scaled-Back Plans to City For \$650 Million Carmel Valley Development

Kilroy Realty Corp. has submitted revised plans to the city for One Paseo, a proposed \$650 million mixed-use development planned for a 23-acre parcel bordered by Del Mar Heights Road and El Camino Real in Carmel Valley. The development, scaled down from an original proposal, would include 608 residential units, 471,000 square feet of corporate office space, 198,500 square feet of shops and restaurant space, a 48,000-square-foot cinema and 21,840 square feet for professional office space. Kilroy Realty said the timeline depends on how quickly the planning and approval process moves forward. It anticipates that when approved, One Paseo will start construction in late 2013 with initial openings in mid- to late 2015. The project will generate an estimated \$630 million in direct new economic activity through \$154 million in new permanent job wages from 1,590 permanent jobs and 3,800 construction jobs, according to the developer.



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Keynote Speaker: 12.5 Still Alive: Life After 12,500 Volts

Speaker: Gary Norland

Norland's mission is to change attitudes about safety and save others from the type of trauma he experienced after being electrocuted by 12,500 volts. His personal story and graphic visuals will demonstrate how important split-second decisions can be in the workplace. This keynote session will leave the audience with a lasting impression about taking safety seriously. Register online or at the San Diego Convention Center, Jan. 29-31.

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Supreme Court Justice Sonia Sotomayor to Visit San Diego to Promote Her Memoir, 'My Beloved World'

U.S. Supreme Court Justice Sonia Sotomayor will be in San Diego on Jan. 27 to discuss and sign her memoir, "My Beloved World," in an appearance sponsored by the University of San Diego's College of Arts and Sciences and Warwick's. She will appear at 3 p.m. at USD's Shiley Theatre. Tickets to the event are \$25 each and include admission to the event, as well as a complimentary copy of "My Beloved World." To purchase tickets, visit www.warwicks.com or stop in at Warwick's, 7812 Girard Ave., La Jolla. Sotomayor is the first Hispanic and third woman appointed to the Supreme Court. In her memoir, she recounts her life from a Bronx housing project to the federal bench. Hers is the story of a precarious childhood, with an alcoholic father (who would die when she was nine) and a devoted but overburdened mother, and of the refuge a little girl took from the turmoil at home with her passionately spirited paternal grandmother. She was determined to become a lawyer, a dream that would sustain her on an unlikely course, from valedictorian of her high school class to the highest honors at Princeton, Yale Law School, the New York County District Attorney's office, private practice, and appointment to the Federal District Court before the age of 40.



Testifying before the Senate Judiciary Committee in 2009 during confirmation hearings.

Filner Signs Ordinance Creating Registry of Foreclosed Homes

Mayor Bob Filner has signed into law an ordinance creating a registry of foreclosed homes. The Property Value Protection Ordinance is designed to prompt owners of homes going through foreclosure to keep up their properties so they don't become blighted. Title holders of such properties will have to provide contact information to code enforcement officers. They also will have to pay a fee to cover the expense of creating and maintaining the registration system and the cost of monitoring, inspecting and investigating the properties. Councilwoman Marti Emerald called it a proactive measure that will let code enforcement officers know who to contact when a property falls into blight. Filner said the ordinance was a significant step in implementing his campaign theme of putting neighborhoods first.



Al Gore to Visit UC San Diego Campus in February for Book Signing and Talk

Warwick's and the San Diego Law Library are joining forces to bring former Vice President Al Gore to San Diego for a one-night only event Sunday, Feb. 10, at 7:30 pm, at the Mandeville Auditorium on the UC San Diego campus. Gore will discuss his newest book, "The Future: Six Drivers of Global Change," followed by a Q&A and book signing. Ticket prices range from \$35-\$50 and include copies of Gore's book. For more information, contact the Warwick's Book Dept. (858) 454-0347. The Gore event marks a new partnership between the San Diego Law Library and Warwick's in an effort to connect writers and the law with thought-provoking programming. "This joint venture of the San Diego Law Library and Warwick's bookstore will allow us to celebrate local and national authors whose books have a legal twist," said John Adkins, director of the San Diego Law Library.



Douglas Wilson Companies Complete Sale Of America's Largest Cross Country Ski Resort

The Douglas Wilson Companies has completed the \$11.25 million receivership sale of 3,240 acres of Sierra Nevada land to two conservation groups. The Truckee Donner Land Trust and the Trust for Public Land, working as part of the Northern Sierra Partnership, acquired the property off Interstate 80 near Lake Tahoe in what Perry Norris of the Truckee Donner group called "arguably one of the most important conservation victories for the Sierra in a decade." Included in the sale are the Royal Gorge Cross Country Ski Resort with its 3,000-plus acres of trail systems and the Summit Station day lodge as well as the surrounding watershed area of Serene Lakes, the area around Lake Van Norden, and 350 acres of pristine land in Negro Canyon. The property's lender, Armed Forces Bank, N.A., successor by merger to Bank Midwest, N.A., sought the appointment of a receiver in 2011 after the partnership of Kirk Syme and Mark and Todd Foster defaulted on a \$16.7 million loan. They had proposed the development of a 950-unit recreation-centered conservation community, including trailside cabins, condominiums, single family homesites, new ski areas and lodging, using sustainable and low-impact design in and around what is known as America's largest cross country ski resort. The sale was handled by Tom Olson and Alan Scott, who lead the Douglas Wilson Companies' brokerage division.

State Restores Funding for Homeless Shelter and Affordable Housing Project

The city of San Diego's planned permanent homeless shelter will receive its full allotment of redevelopment funding after the state reversed a funding cut that placed the project in jeopardy. The city filed a lawsuit in Sacramento Superior Court on Dec. 21 seeking to restore \$4.3 million in funding for the Connections Housing project that was rejected on Dec. 18 by the state Department of Finance, which assumed control of redevelopment funding after two state laws dissolved local redevelopment agencies earlier this year. The denial of funding would have had a domino effect that could have triggered a "catastrophic" loss of up to \$15 million for the project, according to the lawsuit. On Dec. 27, the Department of Finance issued a letter reversing its denial and restoring the \$4.3 million. The city Attorney's Office was to dismiss the lawsuit without prejudice. The Department of Finance also reversed its denial of \$20.2 million for a planned affordable housing project at Ninth Avenue and Broadway, allowing that project to move forward.

CONNECT Announces Most Innovative New Products

CONNECT has announced the winners of its Most Innovative New Products Awards program — companies that have produced unusual or unique products for the marketplace.

The winners this year:

Action and Sport Technologies

PEAR Sports, for PEAR Square One, which acts as a personal trainer, delivering real-time coaching and feedback while users listen to music.

Aerospace and Security Technologies

Cubic Defense Application, for Dismounted Combat Identification, a rifle-mounted laser system that allows users to instantly identify their friends in the fog of war.

Clean Technology

Atlantis Technologies, for RDI desalination system, which can desalinate industrial waste water from oil, gas, and mining operations for 40-70 percent less cost than state-of-the-art technologies.

Communications & IT

TrellisWare Technologies, for Cheetah CUB Mobile Ad Hoc Networking unit, an all-in-one transmitter/receiver/relay offering multi-channel push to talk voice, IP data and streaming video services, and position location services.

Hardware and General Technology

Logic PD, for DM3730 Torpedo + Wireless System on Module, an off-the-shelf solution for applications in markets where network connectivity is required and space is at a premium, including point-of-care medical products to handheld communication devices.



Jeff Harris of TrellisWare Technologies shows off his Cheetah CUB Mobile Ad Hoc Networking unit.

Life Sciences – Diagnostics and Research Tools

Life Technologies, for Ion Proton Sequencer The Ion Proton System, a bench-top sequencing system that uses semiconductor technology to sequence DNA and RNA bases.

Life Sciences – Medical Products

Amylin Pharmaceuticals, for Bydureon, the first once-weekly medicine approved by the FDA for the treatment of adults with type 2 diabetes.

Software

Independa Inc., for the Independa Integrated CloudCare platform for caregivers that enables the elderly to continue living at the residence of their choice.

Mobile Apps

LIA: Liberated Intelligence, for LIA, a mobile sales enablement platform.

Seminar to Give Consumers Guidance on Vitamins, Herbs and Minerals

Medical experts from Scripps Center for Integrative Medicine will offer San Diegans the latest practical insights about the safety and effectiveness of vitamins, herbs and minerals at the 10th annual Natural Supplements School, which will be held Wednesday, Jan. 30. The interactive seminar will be from 1 to 5:30 p.m. at the Hilton San Diego Resort on Mission Bay, 1775 E. Mission Bay Drive. The event is open to the public, with a registration fee of \$99. For more information or to register to attend, call Scripps Conference Services at (858) 652-5400 or visit scripps.org/conferenceservices. “When it comes to vitamins, herbs and minerals, consumers need reliable and timely information,” said Dr. Mimi Guarneri, founder of Scripps Center for Integrative Medicine and one of the event’s presenters. “This program is a great place for people to do their homework and get answers.”



Mimi Guarneri

Scripps Center Physician Installed as President of American Board of Integrative Holistic Medicine

Mimi Guarneri, founder of the Scripps Center for Integrative Medicine, has been installed as 2013 president of the American Board of Integrative Holistic Medicine. The board supports the personal and professional development of physicians through education and certification in the field of integrative holistic medicine. As an attending physician in Scripps Clinic's interventional cardiology program, Guarneri placed thousands of coronary stents during the mid-1990s. Recognizing the need for a more comprehensive and holistic approach to cardiovascular disease, she founded the Scripps Center for Integrative Medicine in 1999. The center offers state-of-the-art imaging technology, clinical research, education and lifestyle change programs to aggressively diagnose and treat a wide range of conditions. Guarneri received her medical degree from State University of New York Medical Center.

Schenk Reappointed to High Speed Rail Authority

Lynn Schenk, 67, of San Diego, has been reappointed to the California High Speed Rail Authority, where she has served since 2003. Schenk was chief of staff to Gov. Gray Davis from 1999 to 2004 and served in Congress from 1993 to 1995, where she authored H.R. 4867, the High Speed Rail Development Act of 1994, the first federal law authorizing high speed rail. Schenk also was commissioner and vice chair of the San Diego Port District from 1990 to 1993. She served as deputy secretary and later as secretary at the California Business, Transportation and Housing Agency from 1977 to 1983. The position does not require Senate confirmation. The compensation is \$100 per diem. Schenk is a Democrat.



Lynn Schenk



Soitec's concentrating photovoltaic modules use Fresnel lenses to concentrate sunlight 500 times and focus it onto small, high-efficiency solar cells. Photo by Matthias Heyde, Fraunhofer Institute.

Soitec Opens \$150 Million Solar Manufacturing Facility

Soitec has opened its North American solar manufacturing facility in the Rancho Bernardo area of San Diego, which puts the company among the top three manufacturers of solar modules in the United States. The factory is equipped with an automated production line and represents an investment of more than \$150 million, the company said. Soitec acquired the 176,000-square-foot manufacturing center on 14.8 acres of land in December 2011. The company completed an extensive upgrade of the facilities to install fully automated manufacturing equipment and processes. The factory has been designed to reach 280 megawatt capacity at full production. The factory should create 450 jobs at full capacity, including employees for the joint venture Reflexite Soitec Optical Technology LLC, a new company operating a manufacturing operation within the facility to manufacture silicone-on-glass Fresnel lens plates used in Soitec's CPV modules. The project was supported by a \$25 million investment from the Energy Department and backed by more than \$115 million in private sector investments.

Defense and IT Conference Returns to San Diego

The largest defense and IT conference and exposition on the West Coast returns to the San Diego Convention Center, Jan. 29-31. Senior military leaders and defense industry experts will address the theme “Pivot to the Pacific: What are the Practical and Global Implications?” The 22nd annual conference, which is expected to draw more than 12,000 people, covers key issues facing the military including defense budgets, fiscal cliff, cybersecurity, innovation, and retention. Attendees can see, touch and try out the latest communications, homeland security, biometrics and defense technologies from 400 exhibitors. The event is open to the public and admission is free.

Viejas Band Elects New Tribal Council

Members of the Viejas Band of Kumeyaay Indians have voted in a new Tribal Council, returning five of seven incumbents, including Chairman Anthony R. Pico. Voting took place at the Viejas Tribal Hall. Members of the new Tribal Council are: Chairman: Anthony R. Pico; vice chairman, Robert “Cita” Welch; secretary, Anita Uqualla; treasurer, Sam Q. Brown; Councilmember Raymond “Bear” Cuero; Councilmember Adrian K. Brown; Councilmember Ernest “Chuka” Pingleton. The 67-year-old Pico has served for most of the past two decades as the elected leader of the Viejas Band. Newly elected members of the Tribal Council will serve two-year terms.

San Diego Sunroad Boat Show Sails Back to Shelter Island

More than 100 motor yachts and sailboats are featured

The San Diego Sunroad Boat Show is sailing back to San Diego. Hosted by the Sunroad Resort Marina on Shelter Island, the 23-year annual tradition will be held Jan. 24-27 featuring land and in-water exhibits for boaters of every age.

The show will be expanding this year with an in-water display of more than 100 new and pre-cruised sailboats and motor yachts, starting at 35 feet up to a 122-foot vessel, called the “Shogun,” the largest boat in the show.

In addition to the boats, ranging in massive size from 80- to 120-feet, there will also be a plethora of marine vendors and electronics with the latest nautical products and services.

A variety of seminars will also take place throughout the weekend, including a course presented by Capt. Pat Rains on “Cruising Mexico 101 for Sail & Power.” Rains’ program will take place both Saturday and Sunday (time TBD), tied into the popular re-

lease of her new book of the same name.

Attendees will also be able to enjoy free boat rides —free sailing lessons by Seaforth Boat Rentals, free rides on a new line-up of inflatables by West Marine, and free rides on an 18-foot electric boat by San Diego Comfort Cruise.

The San Diego Sunroad Boat Show will be in the Sunroad Marina, located Downtown at 955 Harbor Island. Show hours are: Thursday, Jan. 24 and Friday, Jan. 25 from noon to 6 p.m., and Saturday, Jan. 26 and Sunday, Jan. 27 from 10 a.m. to 6 p.m.

General parking (\$10) is located at the corner of Harbor Drive and Harbor Island Drive; shuttle service included. Entrance fees: \$12 for adults, with children under 12 free. Military, EMTs, police and fire personnel are free on Jan. 24-25 with ID. For more information, call (619) 497-5254 or visit www.bigbayboatshow.com.





William Simon, co-founder of San Diego Law Firm in North Park. The business was one of the winners of the BBB Torch Award for Marketplace Ethics.

14 Businesses Honored for Ethical Business Practices

Fourteen San Diego County businesses have been honored for ethical business practices by the San Diego Better Business Bureau. Six for-profit companies and one nonprofit organization were top winners of the 2012 BBB Torch Award for Marketplace Ethics. Seven others were named as finalists. The winners: On-Site Tech Support; Dream Design Builders; Reilly Financial Advisors; Quality Controlled Manufacturing Inc.; Coles Fine Flooring; JW Floor Covering; and Pacific Safety Council.

Finalists: Milholland Electric Inc. ; San Diego Law Firm; Action Air Conditioning, Heating & Solar; ASI Heating and Air; Ideal Plumbing, Heating, Air & Electrical; Anderson Plumbing Heating and Air; and Bill Howe Family of Companies.

Coming in our March issue:

OUR GUIDE TO SAN DIEGO COUNTY'S TOP ATTORNEYS 2013

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The Winners and Losers in the Real Estate Recovery

By David Marino

2012 was the best year in the commercial real estate market since 2006. The year closed out the second year of what is going to be a long and drawn-out commercial real estate recovery. On the heels of absorbing (net square footage leased) 1.96 million square feet of office, lab/flex and industrial space in 2011, San Diego County absorbed another 2.72 million square feet of space across the combined product types in 2012. Combining office, lab/flex, and industrial property types, gives you a high-level marker of where the overall market is trending versus being diverted by just one product type's performance.

Based on the active client transactions that Hughes Marino is working on for 2013 and 2014 occupancies, we expect this year to be another year of positive net absorption. We are seeing active growth in virtually every submarket, with the exception of Downtown, which continues to be anemic, and Del Mar Heights, which continues to be relatively overpriced. As a correction in the commercial real estate market continues into 2013, who will the ultimate winners and losers be?

The Winners: Landlords

The gradual tightening market allows landlords the opportunity to place upward pressure on rents, and downward pressure on the amount of free rent they would typically include in a new lease, or lease renewal. Ultimately, this means higher prices for commercial real estate tenants; a natural byproduct of a recovering economy. There is an old saying that "a rising tide lifts all boats." With corporate revenues and jobs recovering, and the capital markets coming back, ultimately property owners would be a beneficiary as well. Eventually, property owners will begin to win back some ground, after the beating they have taken in the market for the last five to six years.

The Losers: Commuters

For everyday commuters, this improved commercial real estate market is being driven by the increase of jobs in the region. Employers do not lease additional space and expand unless their intention is to put people to work in that space. The 2.72 million of net absorption in 2012 means that roughly 9,000 jobs have been created, or will be created, to fill that space. Most of those jobs are being created in the Central County area, fueled by tech and medical device companies in UTC and Sorrento Mesa, adding to the congestion that many San Diegans experience every morning and afternoon on the I-5 and I-805. Unfortunately, job growth has outpaced the state's ability to improve our freeway system around the region. It was only a decade ago when commuting the I-15 was intolerable. That has been reversed by a long, multi-phased lane widening process. Those same improvements

are essential on the I-5 between Carlsbad and Del Mar. Traffic that moves at an orderly pace is always going to be better for the environment versus cars sitting on the freeway spewing pollutants into the adjacent estuaries. It's also better for the regional economy and quality of life... San Diegans can get to work on time, spend more time with their families, and rest assured that the deliveries of important goods and materials aren't sitting on idling trucks on our freeways.

The Winners: Construction Jobs

New construction will also be a by-product of the gradual tightening market. As vacancy goes down and rental rates go up, developers and their lenders can justify new speculative construction. While this will be a gradual process of building new commercial buildings, look for the start of some major construction projects in 2014 and 2015. Also, the lack of available large blocks of space over 100,000 square feet will require some companies to consider "build to suit" options in the coming years. Additionally, as good options for tenants become in shorter supply over the next two years, older buildings will be remodeled by developers. This new construction and remodeling will help with a job recovery for architects, engineers and subcontractors across all construction trades. These construction jobs have been decimated over the most recent recession, and the tightening of the commercial real estate market will help to rebuild this sector of the economy.

San Diego will continue to develop strong and diverse industries, adding new high value jobs while maintaining and improving our quality of life. While we negotiate against rising rents almost daily, we also recognize that strengthening commercial real estate marketplace is an inevitable component of our regional growth and success, as is an improved infrastructure to support all of us who live and work in San Diego.

David Marino is executive vice president of Hughes Marino. A San Diego commercial real estate company specializing in San Diego tenant representation and building purchases.

Contact him at (619) 238-2111 or david@hughesmarino.com

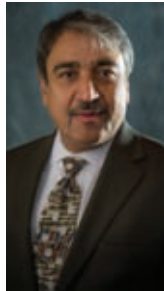


METRO MOVERS 2013

Introducing The 6th Annual Metro Movers Awards – Executives Making A Difference In The New Year

Dr. Pradeep K. Khosla

Dr. Pradeep Khosla was named chancellor of UCSD in August 2012 and is known as an innovator, entrepreneur, internationally renowned expert in engineering and computer science, and an esteemed academic leader. Keenly focused on helping others reach their potential, Khosla believes all deserving students, regardless of income, should be able to obtain a higher education. A resourceful leader and successful business executive, Khosla will work to expand UCSD's revenue sources with entrepreneurialism, fundraising and other avenues. Before joining UCSD, Khosla served as dean of engineering at the prestigious Carnegie Mellon University, where he set the strategic direction for undergraduate and graduate education and research, and initiated successful diversity efforts, multidisciplinary and multi-college research centers. Khosla grew up in Mumbai, India. He earned his master's and doctoral degrees in electrical and computer engineering at Carnegie Mellon in 1984 and 1986. He received his bachelor's degree in electrical engineering from the Indian Institute of Technology.



Craig Edwards

Craig Edwards is a pillar in the Rancho Santa Fe community, well known as a man of honor, integrity and generosity. He has served on a number of nonprofit boards such as Friends of San Pasqual Academy and Helen Woodward Animal Center. He also continues to support several deserving charities such as Head North, TERI, Orchestra Nova and the Magdalena Ecke Family YMCA. Craig and his wife, Karen, own Rancho Santa Fe Insurance, which Craig started over 25 years ago. The firm now has offices in Palm Desert, Newport Beach and La Jolla. RSF Insurance represents the top line of insurance carriers such as Chubb, AIG Private Client Group, Firemen's Fund and ACE Private Risk Services. The firm has been the recipient of many awards throughout the years, including the Agency of Choice. The agency has also expanded to include a health and life division. Craig and Karen have four children, Kellie, Allison, Dale and Drew and grandchildren.



Dr. A Brent Eastman

Dr. A Brent Eastman, the outgoing chief medical officer at Scripps Health, is the incoming president of the American College of Surgeons. He and wife, Sarita Eastman, are both graduates of the UC San Francisco School of Medicine. He holds a bachelor's degree from the University of Wyoming and is a native of Evanston, Wyoming. He holds the N. Paul Whittier Chair of Trauma at Scripps Memorial Hospital La Jolla.



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we create.

UC San Diego students learn from Nobel laureates, National Medal of Science recipients and Pulitzer Prize winners. Yet we understand that success extends beyond the classroom—to a sense of community, inclusiveness and support among people from all backgrounds. And that spirit is carried forward as 141,000 alumni launch industries, create jobs and build businesses, including 156 local UC San Diego-related companies that generate \$15.3 billion in annual sales.

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To learn more, visit ucsd.edu.

A vertical promotional graphic for UC San Diego. It features a yellow and black header with the text 'we learn. we grow. we create.' Below this is a teal section with a paragraph of text. The bottom half of the graphic shows a photograph of two young women in white and red uniforms looking at a document. At the bottom, there is a dark blue banner with the text 'Learn it. Live it.' and the UC San Diego logo and website information.

Keith B. Jones

Keith Jones is the managing principal of Ace Parking and has led the corporate strategy and operations for the company since 2004, including Ace Parking's expansion and emergence as the nation's premier parking company. He is involved with Ace's growth and profitability and is deeply involved with the company's new business initiatives. Jones adopted a strong work ethic from his father, Scott, and his grandfather — Ace Parking's founder Evan V. Jones, and is committed to preserving and improving his family's business. Keith has instilled his father's values of quality, customer focus, teamwork and ethics into the company. He serves on the boards of the Downtown San Diego Partnership, San Diego Regional Chamber of Commerce, St. Vincent de Paul, San Diego Police Foundation and is a co-founder of the Herb Klein Leadership Roundtable and a member of the Sharp Hospital Marketing Advisory Board. He is a member of Gen-Next, an exclusive organization of successful business professionals whose mission is to tackle tough issues facing future generations.



Kellie Hill

Kellie Hill is vice president of project and development services for Cassidy Turley, a leading commercial real estate services provider. She oversees all facets of project management and is responsible for the tracking of entire projects from site selection to final closeout in the Southern California region. She is also gearing up to lead one of San Diego's most prestigious real estate organizations in 2013 — CREW (Commercial Real Estate Women) San Diego. CREW is the leading organization representing the needs and opinions of women in one of the most important industries locally. As president, she will implement an agenda focused on educational programs covering top topics, networking to promote business generation among CREW members and mentoring of younger women in commercial real estate by CREW's legacy members. Hill is also an active member of NAIOP and Vistage International. In college, she was one of only two women majoring in construction management at Arizona State University. She was the founder of Advanced Construction Management.



Gary Barthel

Gary Barthel is a partner at Higgs, Fletcher & Mack, providing legal services to military personnel, veterans and their families. After serving 20 years in the U.S. Marine Corps, he has been committed to enhancing the San Diego military community since he was first stationed in San Diego as Camp Pendleton's senior criminal defense counsel in 1995. Since then, he served as general counsel to commanding generals and commanding officers at Camp Pendleton and Marine Corps Air Station Miramar. His specific knowledge and experience with local, state and federal laws intended to protect active duty service members, retirees and veterans provides him with the inimitable ability to fight to protect the legal rights of those who have fought to protect our country. His military law practice includes criminal defense in both military and civilian courts, administrative proceedings including security clearance appeals, VA disability benefits, wrongful foreclosure actions, debt collection, government contracting and issues related to veteran-owned businesses. He is currently the chairman of the board for the Invest In A Vet Foundation in Alexandria, Va., which helps wounded warriors and their families with locating jobs and purchasing homes. He is also a board member and the past president-elect for the Veterans Bar Association. He has lectured on a variety of military legal topics including, "Handling Media and Ethics in a High Profile Case" and has been a guest lecturer at the Naval Justice School in Newport, R.I. He has competed in the original marathon from Marathon to Athens in Greece and has climbed Mount Kilimanjaro.



Steven Sefton

Steve Sefton is president and CEO of Regents Bank, hired for his leadership prowess to help solidify the bank's leadership position in the local banking industry. He took over the helm at Regents as it was being acquired by Grandpoint Capital and subsequently, managed the negotiations leading to high-profile merger with California Community Bank. Prior to joining Regents Bank, he was senior vice president of Citizen's Business Bank. Earlier in his career, while at Mellon Bank, he opened and managed a de novo commercial office which he and his team grew to over \$200 million in loans and deposits in six years. He takes his role as the bank's president, CEO and ambassador seriously, and keeps a rigorous schedule of meetings, speaking engagements and networking events to educate the local business community about the resources available to them through the bank to help their businesses grow and thrive. Regents Bank consultative banking approach has helped countless San Diego businesses solve problems and position their companies for success. He currently serves on the board of the Salvation Army in San Diego and previously served on the board of one of the largest Boy Scout Councils in the country. He is a former board member of the Aliso Pico Business Group, and was a founding member of a City of Hope chapter.





Matt Greene
CEO/Founder, 6 Degrees



Jen Robinson
Founder, Mission Healthcare



Amy Nelson
Founder, Mission Healthcare



Kerry Pawl
Founder, Mission Healthcare



Mark Kimsey
Founder, Mission Healthcare



Marcella McLaughlin
Incoming President,
San Diego County Bar Association



Michel Kripalani
Founder and President,
Oceanhouse Media



Marc Simon
CEO, Rubio's



Jake Pescatello
Founder and President,
Delphi Development &
The Commons



Arika Anderson Daniels
Founding partner,
Scatena Daniels Communications

Shawn Hagerty

Shawn Hagerty is a partner at Best Best & Krieger and continues in 2013 as the president of the San Diego Blood Bank. The blood bank supplies more than 50 hospitals in four Southern California counties with blood and related life-saving products. As a member of BB&K's executive committee, he will develop and implement strategies for the firm's continued growth in both public and private sector law. He is no stranger to leadership roles at the firm as he is a former managing partner of the San Diego office. Under his watch, the firm locally experienced rapid growth and expanded services, with the office nearly doubling in size and scope and positioning itself as one of San Diego's leading law firms. He is also moving forward the very hot area of water quality law by chairing the firm's Stormwater Practice Group. Stormwater is polluted runoff that rushes into gutters and storm drains and eventually into lakes, rivers and the ocean. He is considered a national leader on this evolving and extremely important issue. In addition to his water quality work, Hagerty is a high-regarded municipal lawyer. He serves as city attorney for the city of Santee and he is corporate counsel to Civic San Diego (formerly the Centre City Development Corp.). He has also taught a land use and planning class at UCSD Extension.



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Kellie Hill
Vice President, Project & Development Services
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BANK MERGERS

More efficient and better-managed banks are often the result of mergers and bank failures

By Jennifer Whitelaw

Remember when one of your siblings messed up (probably the naughty one...certainly not you) and you all got in trouble? Your laments of "It's not fair!" probably went unanswered.

Well, smaller banks, including community banks, know just how you felt. These aren't the banks whose malfeasance made headlines. They're the ones that were walking the straight and narrow, working hard to forge relationships in their communities with their clients and to make loans so businesses could thrive and hire individuals who purchase homes and cars and keep our economy moving.

Thanks to the gross negligence and sometimes outright criminal behavior of some of our nation's big lenders and mortgage companies, all banks got in trouble. Congress passed the Dodd-Frank Act, probably with the best of intentions, but now smaller banks must tackle big-banking regulations with local bank budgets.

The costs to address and comply with the new regulations are high, and, as a result, these local banks have to make tough decisions in order to secure their place in the new banking environment.

While bank failures are slowing — a recent Banking and Finance Outlook report from Jones Lang LaSalle cites 50 bank failures nationwide in 2012, compared to 92 in 2011 and 157 in 2010 — bank mergers are still common.

Faced with tighter margins, increased personnel costs required for compliance reporting and tepid loan demand, smaller banks are at a disadvantage.



San Diego has seen its fair share of bank mergers this past year. Recently, San Diego Private Bank merged with Coronado First Bank, AmericanWest Bankcorp purchased Security Business Bank of San Diego and

California Community Bank merged with Regents Bank.

"It's essential when a bank considers a merger that it carefully assess whether the quality and culture of the partner matches its own," said Steven D. Sefton, president and chief administrative officer of Regents Bank. "We knew that Larry Hartwig, CEO of California Community Bank, and California Community Bank valued consultative banking and getting to know their clients and industries on a deep level, just as we do. With this philosophical alignment, we can maintain our community bank culture and increase our service offerings to our clients."

When Regents Bank and California Community Bank came together, their combined assets totaled \$615 million, which means greater capital resources for clients to leverage, a key advantage for Regents Bank's long-term success. After the merger, San Diego Business Journal stated that Regents Bank had become the third-largest, locally-based bank.

According to survey results released by Bank Director magazine, which included input from 224 bank CEOs, senior officers and directors across the country, 57 banks intend to make some form of acquisition within the next year, an increase of five percentage points from last year's survey.

The survey results revealed that the primary drivers for banks intending to sell were the cost of regulation and limited opportunities for organic growth, in other words increasing cost and low growth. In order to execute these transactions, however, pricing expectations must align.

Even with promising mergers, the challenges for community and regional banks are many. The Basel III portion of the Dodd-Frank bill requires increased capital for all banks (though implementation of the new capital requirements have been delayed), and the current low-rate environment is expected to continue for an extended period of time.

Low interest rates compress bank margins



Steven Sefton is president of Regents Bank, which merged with California Community Bank.

— the difference between what banks pay to get money and the money that bank can make by loaning that money back out.

"Competition is strong among banks right now for quality loans and strong depositors," said Sefton. "At Regents Bank, we benefit from the draw of our unique brand of consultative banking services: advising and suggesting to our clients how to grow their revenues, solve their business issues, improve their profits and make their companies more valuable. We are also fortunate to have the lending strength gained through our holding company, Grandpoint Capital. Banks that can't differentiate themselves and maintain a strong asset foundation will have a hard time thriving in this new banking environment."

At this point, most of the weak banks have failed, and the strong and very strong banks are merging together. The good news is that while this may reduce the choices available to businesses and consumers, it will also leave them with more efficient and better-managed banks.

With Profitability Under Pressure, Banks Face Changes

By Joe Bernstein

Nationwide, the banking and financial industry has three percent less jobs than at the peak in 2007, but employment is up over the last couple of years, according to Jones Lang LaSalle's recently issued United States Banking & Finance Outlook Report, which includes a section focused on San Diego. The election did little to alleviate feelings of uncertainty in the banking and financial services sector. With a stronger Democratic Senate in place, renewed questions as to whether Congress will pursue structural changes to downsize the "too big to fail" banks arise. Likewise, uncertainty regarding tax reform and housing regulation, which will have a major impact on the industry, remain at an all-time high.

With the near-zero U.S. interest rates, lending profitability has dropped to the lowest level in three years. However, super low rates are good news for some; mortgage refinancing is up and driving fee revenue. With profitability under so much pressure, banks and financial services firms will be motivated to find new revenue by altering the services they offer. This, combined with political and regulatory obstacles, will lay the framework for intensifying competition and industry changes.

Mobile banking

The Internet has proven to be a double-edged sword for the industry. While smart phones have created new opportunities to engage with customers, they have also made it easier for customers to avoid visiting a retail branch. It is estimated that foot traffic at bank branches is declining by five to 15 percent per year, but the reality is that both mobile and brick-and-mortar options are needed. Looking ahead, banks will take a more disciplined approach to building branch networks. Poorly performing retail branches will close when leases expire. Meanwhile, premium "flagship" branches will open in select urban locations to provide sophisticated services.

San Diego

The financial services industry is a long-standing pillar in the San Diego office market. Of the four primary financial services submarkets (downtown, UTC, Del Mar Heights and Mission Valley), each has its unique industry specialty. In downtown most firms are consumer banking and branch centers, whereas the suburban areas host a broader array of financial services firms like wealth management groups, trading firms, retirement planners and debt consolidators.

Although financial activities only make up a total of five percent of the local employment base, the industry footprint is a sizable 9.7 percent of the overall office market and 17.9 percent of the Class A office market. As the economy improves and tenants begin to get off the fence, their share of the office footprint is expected to grow, especially in highly sought-after submarkets like Del Mar Heights and UTC.

The banking and finance industry in San Diego has 15.1 percent fewer jobs than at the peak, but growth in this industry is supported by positive economic indicators such as increased hiring within the financial services sector (which added 1,400 jobs locally in the last 12 months) and changes in more holistic indicators like an increase in per capita income, rebounding consumer confidence and clarity from the recent election. Despite these positive indicators, the future of federal regulations and legislation is still causing uncertainty, which creates reluctance for firms to make long-term commitments.

As with any time of great change, the San Diego banking and finance industry faces significant challenges as well as opportunities, including:

Challenges

For traditional brick-and-mortar banks, the continued trend toward technology and mobile banking may eventually render physical locations too costly to continue to operate. Also, the availability of alternatives, such as pre-paid debit cards and microfinance loans, may eventually reduce the customer's dependence on the traditional banking network, which may result in a slow reduction of the industry's real estate footprint.

Continued increases in federal regulations are expected to negatively affect the industry by increasing costs and reducing profits, resulting in higher fees passed on to customers.

Opportunities

As the economy continues to grow, individuals' disposable incomes are also increasing on average, but uncertainty will encourage them to invest more income and seek professional advice.

Due to an aging population, the demand for financial planning and strategically placed, easy-access banking institutions will continue to increase.

Although many of the top-tier submarkets are seeing Class A occupancy peak after two years of 'flight to quality,' there are still options for tenants looking to lease high-end space, and still at a discount to peak rents seen prior to the recession, especially in downtown.

In the face of this changing landscape, it will be crucial for the banking and finance industry to maintain a focus on innovation and customer service and not become bogged down by risk mitigation and compliance mandates.

Joe Bernstein is Senior Vice President at Jones Lang LaSalle in San Diego.



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Insurance Ramifications of Mergers and Acquisitions

By Jeffrey Cavignac

A merger or an acquisition involves combining one firm with another, or the purchase of one firm by another. Whether a firm is merging, acquiring, being acquired, or if there is a majority change in ownership, there are risk management and insurance ramifications that need to be considered. Ideally, this analysis should be done in the due diligence phase. Some risk management issues can be “deal breakers,” so these should be identified before a deal is consummated.

So what can you expect in 2013?

If two firms are merging into one firm, the insurance programs for each firm need to be evaluated and consolidated. This should be done by one broker who understands the insurance and risk management issues, and can coordinate the consolidation of both sets of policies. The end product should be a single program for the combined entity that picks up the prior liabilities of both firms, and will also involve the cancellation of the unnecessary policies in the most favorable manner.

Acquisitions and Changes in Ownership

The first consideration is whether the acquiring firm is buying stock (assets and liability), or just assets. It's critical that each party to the transaction understand “who is responsible for what” as it pertains not only to existing liabilities, but current and future insurance as well. In any corporate transaction, the buyer will want to know what it is getting. It will therefore require, from the seller, a long list of representations and warranties where the seller provides the state of affairs of the business or assets that are being sold. These “reps and warranties,” as they're known, can touch on just about anything from accounts receivable to tax treatments and pollution conditions.

Insurance Policy Assignment

Insurance policies are a contract between the insurance company and the insured, and cannot be assigned without the insurance company's consent. Certain types of coverages, such as Directors & Officers & Employment Practices Liability coverage, go a step further and have what is commonly known as a “Change in Exposure” or “Change in Ownership” clause. Essentially, when this provision is triggered, the coverage goes automatically into run off mode. Coverage continues in force for the original ownership, but only covers circumstances that took place prior to the change in exposure or ownership.

Standard Property Casualty and Auto Insurance

If the acquiring entity is interested in retaining the seller's coverage, approval by the underwriter is required. The seller also needs to

consider its future liabilities arising out of its activities prior to the sale. Even if coverage is written on an occurrence basis, accidents could happen post sale arising out of presale activities. If this is the case, Discontinued Operations Coverage should be considered. If coverage is written on a claims-made basis, an Extended Reporting Period (ERP) needs to be evaluated.

Workers Compensation

Workers Compensation also has a non-assignment clause, but when there is a change in ownership you also have to file an ERM 14 “Confidential Request for Ownership Information.” This must be done within 90 days of the ownership change and be sent to the insurance company of record. Although, technically an underwriter could agree to assign the policy, most underwriters will want to cancel coverage and rewrite it under the new name. This could trigger different rates if there has been a rate change subsequent to the original policies' inception date.

If the operations of the selling company have not materially changed, then the experience of the selling company will transfer to the buying company.

Professional Liability, Executive Risk and Other Manuscripted Policies

The majority of these policies are non-standard or manuscripted and should be individually evaluated to determine the best way to coordinate coverage. Most of these policies contain a “Change in Ownership” provision. This means the buyer must purchase a new policy and the seller would have to rely on an ERP to cover their future liabilities arising out of the pre-sale activities. The claims-made nature of these policies reinforces the need for an ERP extension.

Conclusion

The risk management and insurance ramifications of a merger or acquisition need to be evaluated as part of the due diligence process. This requires the services of a knowledgeable attorney and insurance broker. All exposures need to be evaluated and coverages need to be reviewed to make sure a coordinated strategy is developed to cover not only existing, but also previous liabilities.

Jeff Cavignac is president and principal of Cavignac & Associates. Cavignac & Associates is a commercial insurance brokerage firm in Downtown San Diego (www.cavignac.com).



San Diego Attorney Population Growing More Diverse

Survey shows modest increase in female and non-white attorneys

An annual equality survey conducted by Lawyers Club of San Diego, a specialty bar association with the mission “to advance the status of women in the law and society,” shows modest increases in the numbers of women in partner and leadership positions in law firms and steady numbers of non-white attorneys in law firms from last year.

The 2012 survey shows that the public sector continues to lead in gender equality and ethnic diversity over the private sector, with more women and non-white attorneys overall and more women in top-level and leadership positions.

The Equality Survey, conducted by Lawyers Club’s Equality and Action Committee, gauges trends and documents the progress of female and non-white attorneys in the San Diego legal community each year.

Among the 42 private law firms surveyed in 2012, women made up an average of 36 percent of the total attorneys (up from 34 percent in 2011), 25 percent of the partners (up from 21 percent in 2011), and 48 percent of the associates (the same as in 2011). Non-white attorneys comprised an average of 13 percent of attorneys at the 26 firms that provided information about ethnic diversity, compared to 12 percent in 2011. Only firms with 15 or more attorneys in San Diego County were included in the survey.

At the 11 public agencies surveyed, women accounted for an average of 54 percent of total attorneys (down slightly from 55 percent in 2011), 48 percent of the attorneys in top-level positions (the same as in 2011), and headed 55 percent of the agencies (the same as in 2011). Non-white attorneys comprised 22 percent of attorneys at public agencies in 2012, up from 20 percent in 2011.

Maggie Schroedter, chair of the Equality and Action Committee and an attorney at San Diego law firm Higgs Fletcher & Mack, led the effort. Committee member Paula Rosenstein, recently sworn in as a San Diego Superior Court judge, headed up the public sector portion of the survey.

“The data we acquired helped us paint an accurate representation of the diverse make-up in the local legal community,” Schroedter said. “Diversity and gender equality are of growing importance — not only as a matter of ethics, but also because a diverse workforce is vital in developing a successful business and maintaining valuable client relationships. While we are excited to witness an increase in both female leadership and a non-caucasian attorney composition within firms, it continues to be the mission of Lawyers Club to promote these issues within the San Diego legal community.”

For law firms, the survey also inquires about parental leave and alternative work schedule policies, and survey results show a continued improvement in benefits and flexibility.

In 2011, the Equality and Action Committee added two new categories of questions to the law firm portion of its survey, inquiring about women and attorneys of color who hold equity vs. non-equity partnerships and leadership positions within firms. “It is critical to track information about equity partnership and leadership positions

within law firms,” said Johanna Schiavoni, Lawyers Club vice president of public relations and a partner with Jacobs & Schlesinger in San Diego. “Those positions are where power resides for decision-making within firms, and where women and attorneys of color have made the least progress. Lawyers Club is committed to providing professional and business development opportunities to help women and attorneys of color attain these crucial partnership and leadership positions.”

The 2012 Equality Survey results and a detailed summary of the data are available online at <http://lawyersclubsandiego.com/associations/4937/files/2012.Equality.Survey.web.pdf>.

Maggie Schroedter is chair of the Lawyer’s Club Equality and Action Committee and an attorney at Higgs Fletcher & Mack focusing on health care litigation. Schroedter lead the committee that executed the survey, and analyzed and compiled the results.



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Construction of Coronado Bridge, Circa 1969

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Top Cleantech Milestones in San Diego

It was a banner year for clean technology

Despite tumultuous times for the industry, 2012 marked a banner year for clean technology in San Diego. Numerous organizations within the region's cleantech cluster — from startups to multinational brands — made significant strides in continuing San Diego's leadership in the global advanced energy economy. CleanTECH San Diego picked a few of the highlights from a long list of local achievements.

U.S. Defense Department Awards \$30 Million to San Diego Companies to Install Cluster of Three Microgrids

In November, the Department of Defense Environmental Security Technology Certification Program awarded Power Analytics, OSIsoft and Viridity Energy a \$30 million grant to create a secure cluster of microgrids at three San Diego military bases. These best-in-class pioneers will install smart grid technology systems creating the first centrally managed microgrid cluster in a military environment.

San Diego Approves Development of Tule Wind Project and Signals Leadership in Renewables

The San Diego County Board of Supervisors in August voted in favor of Iberdrola's Tule Wind Power Project, a wind farm proposed on federal, county, state and Ewiiapaayp Band of Kumeyaay tribal land in wind-rich McCain Valley. The Tule Wind Power Project will generate up to 200 megawatts of clean power, enough to serve 60,000 local homes, and reduce carbon emissions by nearly 250,000 metric tons per year.

San Diego Accelerates Electric Vehicle Adoption and Charging Station Infrastructure

Today more than 2,000 privately-owned electric vehicles are on the roads of San Diego County. The city launched in early 2012 the nation's first all-electric EV car sharing service through car2go, a Daimler subsidiary. The program boasts more than 12,500 members and more than 200,000 trips in the smartfortwo electric vehicles. The California Energy Commission awarded UC San Diego a grant with charging manufacturers RWE and ABB to build the world's largest and most diverse campus EV infrastructure.

California Votes for Proposition 39; Enabling Statewide Energy Efficiency Upgrades

Californians overwhelmingly voted to pass Proposition 39, an initiative that will close a corporate tax loophole for out-of-state companies that generated an annual \$1 billion revenue loss for the state. Proposition 39 will boost San Diego's economy, creating thousands of quality jobs with half of the revenues generated by closing the loophole dedicated to funding energy efficiency and clean energy programs at schools and municipal buildings.

Smart City San Diego Unveils Solar-to-EV Project at San Diego Zoo

Smart City San Diego, a collaboration between GE, SDG&E, UC San Diego, city of San Diego and CleanTECH San Diego, dedicated the historic Solar-to-EV Project in the San Diego Zoo park-

ing lot. The nation's first system of its kind harnesses energy from the sun to charge plug-in electric vehicles, store solar power and provide renewable energy to the electrical grid. This project features 10 solar canopies producing 90 kilowatts of electricity.

SDG&E Energizes Sunrise Powerlink

SDG&E in June flipped the switch to its Sunrise Powerlink, a 500,000-volt, 117-mile transmission line linking San Diego to Imperial Valley. The Sunrise Powerlink Project, a \$1.9 billion investment chiefly designed to transport renewable energy from the solar and wind-rich Imperial Valley region.

San Diego's Solar Adoption and Cluster Unparalleled

The county is home to more than 200 solar companies, ranging from panel manufacturers like Kyocera and Soitec to installer and leasing firms such as Sullivan Solar Power and OneRoof Energy. Kyocera announced that it surpassed production of 2 million solar panels while Soitec opened its utility-scale concentrated photovoltaic manufacturing facility in Rancho Bernardo. The Soitec plant will have a 200 megawatt annual production capacity and create 450 direct jobs and 1,000 indirect regional jobs.

Consortium Supports Local Biofuels Industry

The EDGE (Educating and Developing Workers for the Green Economy) Initiative — a regional consortium developed to help meet current employment needs in the growing biofuels industry — completed two years of workforce training and placing hundreds of workers in internships and permanent jobs. The EDGE Initiative created both curriculum and career-focused tools aimed specifically at unemployed, underemployed and transitioning workers looking to make the move to a high-growth industry.

City Launches Competitive Market for Commercial Property Retrofits

San Diego City Council voted to allow several Property Assessed Clean Energy (PACE) financing program options for commercial property owners, making San Diego one of the most robust commercial-scale energy retrofit markets in California. The programs — administered by vendors including CaliforniaFIRST, Figtree Energy Resource, Ygrene Energy Fund and Renovate America — allow commercial property owners to use municipal bonds to finance energy efficiency improvement projects, using their properties as collateral.

Honeywell Moves Its International Green Boot Camp to San Diego

Honeywell broke from tradition and moved its annual Green Boot Camp from New Jersey to San Diego, bringing 70 internationally selected middle school teachers to San Diego. The Green Boot Camp is a five-day workshop that focuses on best practices for teaching environmental and sustainability concepts.

Monitoring Pollution the Smart Way

Small portable sensors allow users to monitor exposure to pollution on their smart phones

Computer scientists at UC San Diego have built a small fleet of portable pollution sensors that allow users to monitor air quality in real time on their smart phones. The sensors could be particularly useful to people suffering from chronic conditions, such as asthma, who need to avoid exposure to pollutants.

CitiSense is the only air-quality monitoring system capable of delivering real-time data to users' cell phones and home computers — at any time. Data from the sensors can also be used to estimate air quality throughout the area where the devices are deployed, providing information to everyone — not just those carrying sensors.

Just 100 of the sensors deployed in a fairly large area could generate a wealth of data — well beyond what a small number of EPA-mandated air-quality monitoring stations can provide. For example, San Diego County has 3.1 million residents, 4,000 square miles — and only about 10 stations.

“We want to get more data and better data, which we can provide to the public,” said William Griswold, a computer science professor at the Jacobs School of Engineering at UC San Diego and the lead investigator on the project. “We are making the invisible visible.”

The CitiSense sensors detect ozone, nitrogen dioxide and carbon monoxide, the most common pollutants emitted by cars and trucks. The user interface displays the sensor's readings on a smart phone by using a color-coded scale for air quality based on the EPA's air quality ratings, from green (good) to purple (hazardous).

Researchers provided the sensors for four weeks to a total of 30 users, including commuters at UC San Diego and faculty, students and staff members in the computer science department at the Jacobs School of Engineering. Computer scientists presented findings from these field tests at the Wireless Health 2012 conference in San Diego earlier this year.

User experiences

The sensors turned out to be great educational tools for their users. Many people assume that pollution diffuses equally in the air. But that's not true. It actually remains concentrated in hot spots, along main roads, at intersections and so on. The sensors made this clear for users. Wendy Chapman, an associate professor at the UC San Diego School of Medicine, was one of them. She often bikes to work and discovered that pollution on her route varies widely. She was exposed to the most pollution when she used the bike path along State Route 56. But when she drove home on that same road, she had virtually no exposure.

“The people who are doing the most to reduce emissions, by biking or taking the bus, were the people who experienced the highest levels of exposure to pollutants,” said Griswold.

Users discovered that pollution varied not only based on location, but also on the time of the day. When Charles Elkan, a professor in the Department of Computer Science and Engineering, drove into work in mid-morning, the readings on his sensor were low. But when he drove back home in rush hour in the afternoon, readings were sometimes very high. Elkan said being part of the study allowed him to gauge how worried about pollution he should actually be. Air quality in San Diego is fairly good, he added.

“It's a valuable study,” Elkan said. “I think it's going to have a big impact in the future.”

Elkan added that he could envision a day in the near future when the sensors used by CitiSense would be built into smart phones, allowing virtually everyone to keep tabs on the levels of pollution they encounter every day. Of course, that means people might start worrying more about pollution as something they can see and measure.

Many of the users in the study did take action to limit their most severe exposure to pollutants. For example, bicyclists found out that they could avoid a great deal of exposure by simply biking one block away from a busy street.

Commuters who took the bus avoided waiting near the vehicle's tail pipe, where the air quality was poor. One user convinced his supervisor to install new air filters in the office after registering poor air quality readings on his sensor.

Researchers also noticed that the users were sharing the information they collected, not only with family, friends and colleagues but also with strangers who asked them about the sensors during their commute or in public places. In other words, the sensors turned cell phones into a conversation starter, rather than devices that isolate their users from those around them.

The future of the project

What's next? Some of the sensors are currently on loan to researchers at San Diego State University who are gauging air quality in San Ysidro, a community right on the border between the United States and Mexico, and one of the most polluted areas in San Diego County. Researchers hope to secure a grant from the National Institutes of Health to monitor air quality for school-age asthmatic children in that area and to determine what can be done to limit their exposure to pollutants.

The ultimate goal of CitiSense is to build and deploy a wireless network in which hundreds of small environmental sensors carried by the public rely on cell phones to shuttle information to central computers where it will be analyzed, anonymized and delivered to individuals, public health agencies and the community at large. The sensors currently cost \$1,000 per unit, but could easily be mass-produced at an affordable price. So far, Griswold's team has built and deployed 20 of them in the field.

Technical challenges

CitiSense would not be possible without the expertise of computer science faculty members and graduate students at the Jacobs School of Engineering. In addition to principal investigator Griswold, the team includes School of Medicine and Calit2 professor Kevin Patrick; computer science professors Ingolf Krueger, Tajana Simunic Rosing, Hovav Shacham and Sanjoy Dasgupta; as well as graduate students and postdoctoral researchers Piero Zappi, Nima Nikzad, Elizabeth Bales, Celal Ziftci, Nichole Quick and Nakul Verma.

A key factor in the project's success was a breakthrough made by a group led by Dasgupta. Computer scientists used an artificial intelligence method, called Latent Variable Gaussian Regression, to capture high-quality data from the sensors in an uncontrolled environment. The method allowed researchers to remove noise from the data. “Sensors will differ. Sensors will fail,” Griswold explained. “People will breathe on them. We wanted to make sure we got good data in these conditions.”

Technical challenges remain. The data exchanges between smart phones and sensors use up a great deal of the phones' batteries. During field tests, researchers provided users with two chargers — one for home and one for work — to ensure that their phones were not going to run out of power.

To extend battery life, researchers are experimenting with uploading data from the sensors to the phones every 15 minutes or only when the user wants to retrieve the information. Computer scientists also have developed methods to turn off a phone's GPS — a huge drain of the devices' batteries — when the device is immobile.

These innovations to extend battery life were made possible by Krueger's previous work in service-oriented architecture, which can keep various components — like machine learning, power management and security code — much more separate than in traditional software systems, where functional elements are often so woven into the source code that it is difficult to quickly update any one aspect of the software.

CitiSense is funded by a \$1.5 million grant from the National Science Foundation. Qualcomm Inc. donated funds for the cell phones used for the project.

BILL EVANS

MAN OF INFLUENCE

By Andrew Keatts | Voice of San Diego

In November, the San Diego City Council approved an uncommon lease extension for the Bahia Resort Hotel on Mission Bay.

Among the interesting elements of the deal was the timing of the vote, during the last week of Mayor Jerry Sanders' tenure, and the fact that it reached the docket at that time only by first skipping a hearing before the City Council's committee on land use issues.

One thing that wasn't unusual, though, was the fact that the City Council would be concerned with the status of Bill Evans, the recipient of the new lease. One of the city's most prominent hoteliers, he's also sat on major regional boards, is a prolific political contributor and was recently considered for a board appointment at the Unified Port of San Diego.

Evans Hotels, the company founded by his father more than a half-century ago, operates three of San Diego's highest-profile establishments. In addition to the Bahia, it also owns the Catamaran Hotel & Spa on Mission Bay and the Lodge at Torrey Pines overlooking Torrey Pines golf course, as well as two party boats that ferry back and forth between the two Mission Bay hotels.

The Bahia became the family business's first resort in 1953, when William Evans put forward the only bid to lease the city's land, back when the area was still a mud flat.

William Evans died in 1984, but the business has continued to thrive under his wife, Anne Evans, who became chairwoman that year.

But the company also owes its success to their son, Bill Evans, executive vice president and managing director since his father's death, and his sister, Grace Evans Cherashore, president and CEO since 1992.

It was Bill Evans who stood before the City Council (along with CFO Robert Gleason, also a frequent political donor), making the case for the agreement he negotiated with the city's real estate assets division, and pledged to make good on the redevelopment hopes he said drove both the company and the city into the deal.

A year ago, he made waves when he spoke out against the financing plan for a Convention Center expansion after he had initially been part of a Sanders-appointed task force to look into the project. He eventually supported the deal because he felt the expansion was vital to the city, but maintained his belief that the hotel taxing structure that paid for part of it was unfair to hotels that aren't near the Convention Center.

Back in 2009, he was nominated to become one of San Diego's three appointed port commissioners. He had the support of Councilwoman Marti Emerald, a Democrat, and

The Bahia Resort Hotel (Evans Hotels)



Councilman Kevin Faulconer, a Republican, but the position eventually went to Lee Burdick.

He's also a past president of a major regional hotel association and the San Diego Convention Center Corp., and a past board member of the San Diego Regional Chamber of Commerce and the Convention Center and Visitors Bureau (ConVis), which recently recaptured control of San Diego's long-term marketing responsibilities from the Convention Center Corp. with Evans' backing.

In the fall of 2005, he was one of 15 citizens — along with then-businessman Carl DeMaio — to receive a letter from City Attorney Mike Aguirre encouraging him to register as a lobbyist after a San Diego Union Tribune investigation identified him as one of the most frequent people on the appointment calendars of City Council members and their chiefs of staff.

He's also a prolific contributor to political campaigns.

In the last six years alone, members of the Evans family and employees of Evans Hotels have made campaign contributions of more than \$27,000 to propositions and city officials, including the mayoral campaigns of Sanders and DeMaio.

Those donations have been spread among Democrats and Republicans, "pro business" and "union friendly" legislators, winners and losers alike.

While the family and company are regular donors to the city's decision-makers, it's worth putting the \$27,000 over six years in context: Evans Hotels grosses more than \$100 million in revenue annually, and has invested over \$27 million in the Bahia property since 1985. Checks for \$500 to political campaigns aren't costly expenditures.



Bill Evans is one of the city's most prominent hoteliers.

But its nonetheless unsurprising that the City Council would prioritize the concerns of a company whose executives sit on influential city boards, make regular campaign contributions and who've recently been considered for perhaps the region's most significant appointed position.

At the City Council hearing during which the new lease agreement won unanimous approval, Faulconer personally thanked members of the Evans family for attending and praised the work Evans Hotels has done on its leaseholds throughout the city.

"You have treated this property I think extremely well. And any time that we've had any interactions or issues, which have been very minimal, you were always there," he said. "That's the type of relationship I think we wish we had with more of our tenants."

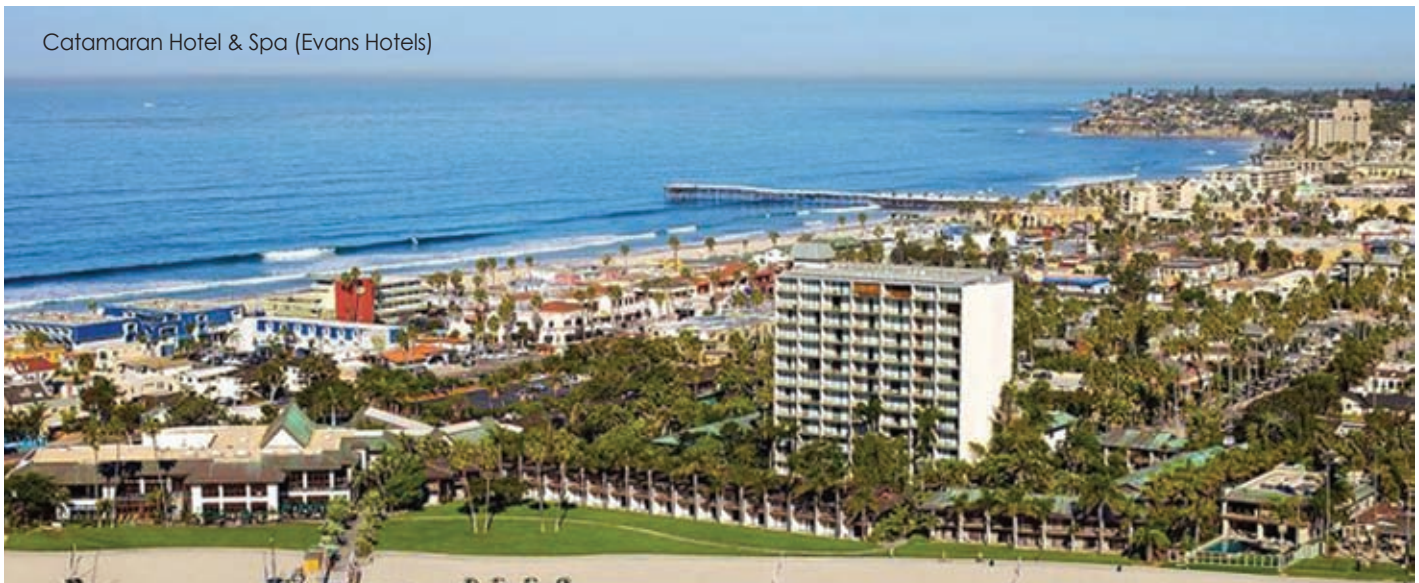
Emerald, who along with Councilman David Alvarez questioned why the extension

had been hurried to a vote before joining their colleagues in unanimously approving it, interrupted her remarks to assure she didn't question Evans' intentions.

"To set the record straight, I have absolute confidence in Mr. Evans and his organization, who do a first-class job with anything that they do there," she said. "But I do respect the process for review, and I just don't understand where's the fire, where's the urgency to get this done now when next week we have a new council coming in, a new mayor."

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Catamaran Hotel & Spa (Evans Hotels)



NEW CAR REVIEW: 2013 Cadillac ATS By Eric Peters



Cadillac is not known for its small cars. Er, that is, not known favorably. The last one — the 1997-2001 Catera — rose to the mediocre. The ones before that — like the infamous Cimarron — must (like a “funny” uncle) never be mentioned again. But this latest small Cadillac — the 2013 ATS — is a comer. And, a goer. (Excepting the base model, which is afflicted with an engine unworthy of the rest of the car.) For the first time ever there is an American alternative to a BMW 3 and all the rest of them. A good alternative.

What It Is

The ATS is Cadillac’s new entry-luxury sport sedan, slotting under the CTS. Like the CTS, it’s based on a RWD layout and offers AWD as an option. Unlike the CTS, the ATS comes only in sedan form, for the present, at least. (The CTS is sold as a sedan, coupe and wagon). Also, since Cadillac has dropped availability of a manual transmission from the CTS options roster for 2013, the ATS is the only new Cadillac available with a manual transmission. Prices start at \$33,095 for the base trim with 2.5 liter engine, six-speed automatic transmission and RWD. For \$34,900, you can upgrade underhood to a turbocharged 2.0 liter four- and a six-speed manual transmission. Adding AWD to the mix pushes the MSRP to \$36,900. Top-of-the-line is a Premium trim with 3.6 liter V-6, six-speed automatic and AWD. It stickers for \$47,795.

What’s New

The ATS is a new addition to Cadillac’s model lineup, targeting entry-level luxury-sport sedans from BMW, Mercedes, Lexus and Infiniti, among others. Though it is Cadillac’s smallest car the ATS, like the current BMW 3, is almost mid-sized. Both cars bridge the gap between true compacts like the Benz C-Class sedan and truly mid-sized models like the Cadillac CTS (and BMW 5).

What’s Good

No rebadged Chevy (or Opel) this time. An American (the only American) alternative to a BMW, Benz, Lexus and the rest of them. Lots of engine and transmission and drive choices. Very cutting-edge technology, such as finger-swipe controls. Mad Men attitude.

What’s Not So Good

Only one body choice. Competitors offer coupe and wagon options. Base 2.5 engine is a underpowered and overly thirsty. Cutting edge controls don’t always operate seamlessly. Manual transmission only offered with one engine and not the engine that needs it most.

Under The Hood

The base ATS engine is a 2.5 liter four rated 202 hp, teamed up with a six-speed manual.

Next up is a performance-mined 2.0 liter turbo four boosted to 272 hp. This engine can be ordered with a six-speed manual transmission or a six-speed automatic. It is the only ATS engine that’s offered with a manual. The third engine choice is a 3.6 liter, 321 hp V-6. It is automatically paired with the six-speed automatic. All ATS engines, though, can be ordered with either RWD (standard) or (optionally) full-time AWD. Including the 202 hp 2.5 liter engine. In addition, there’s a Performance package that adds dual exhaust (but not with the 2.5 engine). Summer tires, a limited slip differential (RWD models), a Track package with oil cooler and upgraded brakes as well as an adaptive, auto-adjusting suspension similar to Corvette’s may also be ordered.

The ATS offers the widest range of drivetrain choices (and combinations) of any car in its class. For example, the 2013 BMW 3 sedan (\$36,500- \$49,300) only offers two engine choices — a turbo (240 hp) 2.0 four or a twin-turbo six (in two states of tune, 300 and 320 hp). The Mercedes-Benz C-Class sedan (\$35,350-\$41,400) also has two engines — a 1.8 liter turbo four (201 hp) and a 3.5 liter V-6 (tuned to either 248 or 302 hp) and only one transmission with all of them (a seven speed automatic). However, the ATS performance, even with its top two engines, is just par. Or even slightly below par. The top-of-the-line 3.6 liter model, for example, does 0-60 in about 5.7 seconds. This is quick, but not quite as quick as the Benz C350 (5.6 seconds) and much less quick than a BMW 335i (5.4 seconds) or

335is, which has a more powerful 320 hp version of the twin-turbo straight six. This version of the BMW 3 can get to 60 in a very speedy five seconds flat. Luckily for Cadillac, the ATS is not the thirstiest or the least quick car in this class.

On The Road

Cadillac’s return to RWD layouts beginning in the late ’90s (when the Opel Omega-based Catera was launched, followed shortly thereafter by the much better CTS) marked a turning point away from placid, and let’s face it, elder-oriented, boxy boats it had been making since the mid-late 1970s ... and back toward the kind of Cadillacs it had been making before that. In the ’60s, especially, when Don Draper-mobiles like the ’67 Eldorado were the chariots of successful young up-and-comers, not rheumy-eyed over-the-hillers. This ATS is a car like that, or at least, it is trying hard to be. And, for the most part, succeeding. The 2.0 turbo engine/six-speed combo is the one that fits the car’s nature best. It makes the ATS feel and drive most like a BMW 3 and that is clearly Cadillac’s benchmark target. The big V-6, on the other hand, is a good companion and works well with the six-speed automatic.

At The Curb

When it comes to their aesthetics, the new Cadillacs conjure the best of the Don Draper era. It’s a very different look, but there’s the same unapologetic arrogance expressed in the severe angles and facets, the skyscraper stacked taillights, the toothsome, leering grillwork. This is not a shy man’s car. Or a shy woman’s car. Cadillac is to be credited for that. It’s no easy thing to make a car look macho and sexy. Dimensionally, the ATS is almost exactly the same size as the BMW 3 sedan: 182.8 inches long vs. 182.5 for the BMW, but rides on a slightly shorter wheelbase: 109.3 vs. 110.6 inches. This may explain why the otherwise same-size Caddy has noticeably less backseat legroom: 33.5 inches vs. 35.1 for the BMW. That’s a definite downside for Cadillac. The Cadillac also suffers from not-much headspace relative to others in this class. There is 38.6 inches of front seat headroom in the ATS as opposed to 40.3 in the BMW 3. That’s before you factor in the optional sunroof. Taller drivers may find it’s already a close shave without it. With it, forget about it. The Caddy’s seats, however, are very adjustable - and you can drop them down enough to make up for the headroom clearance issue without dropping you too low.

The Rest

The ATS has “touch” (or finger-sweep) controls for secondary functions such as increasing or lowering the stereo’s volume, raising or lowering the climate control settings, and so on. Kind of like the bridge of the Enterprise on “Star Trek: Next Generation.” It’s a neat idea, but the real-world function is sometimes less so in that it takes more time to do things like increase the temperature settings this way than it would using a more old-school button or knob. I found the system sometimes didn’t sense my finger’s touch or required me to repeatedly tap the pad (for example, to go higher or lower for temperature). Cadillac made the transition from also-ran to contender several years back. Now it’s gunning for champ. Eye of the tiger.

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

2013 Cadillac ATS specifications:

- Base price:** :\$33,095; as tested \$54,410 (AWD, w/V-6 Performance Package))
- Engine:** 3.6 liter V-6, 321 hp
- Transmission:** six-speed automatic
- Length:** 182.8 inches
- Width:** 71.1 inches
- Wheelbase:** 109.3 inches
- Curb weight:** 3,337 lbs.
- Luggage capacity:** 10.2 cubic feet
- EPA fuel economy:** (18 city/26 highway)
- Where assembled:** Lansing, Mich.





Black is Beautiful on San Diego Stages

By Pat Launer

Perfectly timed to Black History Month, the San Diego theater community is offering an exciting array of plays chronicling the African-American experience. Here are just a few.



Gem Poster

“Gem of the Ocean” (Cygnet Theatre)

A great place to start: at the beginning. This is the first installment of the widely acclaimed, 10-play chronicle by the late, much-celebrated playwright August Wilson, who dramatized African-American life in the 20th century, decade by decade.

Cygnet Theatre, continuing its 10th anniversary season, is presenting yet another local first, staging the San Diego premiere of the drama set in 1904, in Pittsburgh’s Hill District. This is its third production from Wilson’s cycle; the other two were extremely well received.

At the center of the “Gem” action is Aunt Ester, a powerful, mystical 285-year-old former slave, the matriarch who courses through a number of the Cycle plays. She welcomes two men into her home: Solly Two Kings, her good friend and sometime suitor, a former guide on the Underground Railroad who clearly sees the economic and social barriers facing the newly-arrived ex-slaves; and Citizen Barlow, one of those recently freed, a troubled man up from

Alabama, searching for a new life — and redemption. Aunt Ester guides him to the City of Bones, where he confronts the collective memory of his people, as part of his journey of spiritual awakening.

When the play opened in New York in 2004, *The New York Times* called it “grandly evangelical,” featuring dialogue in “the tasty, salty vernacular that Mr. Wilson is famous for,” with moments “where the plain and the lyrical, the particular and the eternal, merge into a luminous whole.”

Guest director Victor Mack (collaborating with Cygnet artistic director Sean Murray, a fellow graduate of the North Carolina School of the Arts) has both acted in and directed August Wilson plays. Here, he helms an impressive cast of San Diego favorites (Antonio “TJ” Johnson, Grandison Phelps III, Leonard Patton, Laurence Brown, Ron Choularton) and a few new faces. It should be a celebrational and inspirational event.

“Gem of the Ocean” runs Jan. 24-Feb. 24 at Cygnet Theatre in Old Town. Tickets (\$29-\$54) are available at (619) 337-1525 or cygnettheatre.com.



Tarell Alvin McCraney, ‘The Brothers Size’ playwright.

“The Brothers Size”

(Old Globe’s Sheryl and Harvey White Theatre)

Another cycle, another unique AfricanAmerican voice; another otherworldly story grounded in gritty reality.

Chicago-based Tarell Alvin McCraney is the new wunderkind of the American theater, whose much-admired trilogy, “The Brother/Sister Plays,” is set in the projects of the Louisiana bayou, deftly combining the African-American present with West African Yoruba mythology.

The stunning first section, “In the Red and Brown Water,” was presented at UC San Diego in late 2012. Now the Old Globe is presenting the Southern California premiere of “The Brothers Size,” which opened in New York in 2007. (The third segment is “Marcus; or The Secret of Sweet”).

“The Brothers Size” is a stylized drama of love and sorrow. The *Chicago Tribune* called it “the greatest piece of writing by an American playwright under 30 in a generation or more.”

The brothers of the title are Oshoosi, fresh out of prison, and Ogun, his upright, hard-working older sib (the only character to appear in all three plays in the trilogy). Then there’s Elegba, Oshoosi’s friend from prison, who preaches the gospel of the Good Life.

The names, which lend timelessness to the story (set in “the distant present”), come from Yoruba beliefs: Oshoosi is traditionally depicted as a wanderer and solitary hunter; Ogun is the shape-shifting god of war and iron; and Elegba is the trickster spirit of chaos.

Oshoosi is torn by his good and evil nature, his ambivalence toward his brother and his place in society.

According to the playwright, the trilogy is “inspired by Yoruba life and traditions, steeped in Southern rhythms and cadences, and seamed shut with the fire of urban music and dance.”

Read that as an open invitation to attend, enjoy, be enlightened and inspired.

“The Brothers Size” runs in the Globe’s Sheryl and Harvey White Theatre in Balboa Park. Ticket prices start at \$29; available at (619) 234-5623 or theoldglobe.org.

PREVIEWS



“Toni Morrison’s *The Bluest Eye*”
(Moxie and Mo’olelo)

Nobel and Pulitzer Prize-winner Toni Morrison is one of the most beloved of American authors. “*The Bluest Eye*” was her first novel, a shattering, impressionistic coming-of-age tale written in 1970 when Morrison was a single mother of two, teaching at Howard University.

Set in the Midwest in the 1940s, the story focuses on a year in the life of young Pecola Breedlove, an 11-year-old African-American

growing up poor in post-Depression Ohio, drowning in feelings of worthlessness and ugliness, because of the color of her skin. Her warped, self-deprecating concept of beauty convinces her that if only she had blue eyes, she’d be loved by her classmates and family.

The controversial nature of the book, which deals with racism, incest and child molestation, led to numerous banning attempts by schools and libraries. But in 2006, playwright Lydia Diamond took on the challenge of adapting the narrative for the stage, hewing closely to the original, highlighting Morrison’s rich and evocative language. The *Chicago Sun-Times* called it “an altogether superb (and harrowing) stage adaptation.”

In a first-time collaboration of two of our smartest small theater groups, Moxie Theatre and Mo’olelo Performing Arts Company have joined forces to present this stark, moving play, helmed by Moxie artistic director Delicia Turner Sonnenberg. To heighten the experience further, the Chicago-based play-

wright will be in San Diego for a post-performance chat on Feb. 16 and 17. Now, if only the novelist could be here, too.

“*The Bluest Eye*” runs Feb. 2-March 3, at Moxie Theatre, 6663 El Cajon Blvd. in the Rolando area near SDSU. Tickets (\$15-\$30) are available at (858) 598-7620 or moxietheatre.com.

Pat Launer, long known as “the voice of theater in San Diego,” is an Emmy Award-winning arts writer and theater critic who’s written for newspapers, magazines, radio, TV and online. Her theater reviews can be heard weekly on KSDS-FM, and she writes regularly for Patch.com. Pat has been named a Living Legacy by the Women’s International Center. wwpatteproductions.com



Malashock Dance Holds 25th Anniversary Concert

Malashock Dance continues its 25th anniversary season with a Celebration Benefit Concert on March 8-9 at the Birch North Park Theatre. The concert features the work of John Malashock, founder and artistic director, who teams with renowned pianist Gustavo Romero for an intimate music and dance collaboration to piano suites by Czech composer Leos Janacek. The beautiful and emotional selections are a perfect pairing for Malashock’s choreographic short stories. Also on the program is a re-staging of “*Fathom: The Body as Universe*,” Malashock’s hugely successful 2006 collaboration with Japanese artist Junko Chodos.

Ticket prices for general seating range from \$27 to \$47. Students, military and seniors age 65 and older receive a 20-percent discount. VIP tickets are \$250 and include the 25th Season Celebration pre-performance reception at the West Coast Tavern and the post-performance onstage party. Proceeds from the benefit concert will support education outreach programs, in-

cluding *Dance with ThisABILITY!*, *Academics in Motion* and *Math in Motion*, and artistic programs. Concert proceeds also will provide scholarships for dance classes, workshops, and the Summer Intensive program for aspiring professional dancers. Tickets are available for purchase through the Birch North Park Theatre Box office: (619) 239-8836.

John Malashock grew up in La Jolla and was introduced to dance as a student at La Jolla High School. He established Malashock Dance 1988 after a performing career with Twyla Tharp’s company in New York, where he performed throughout the world. During his time in New York, he appeared in the Academy Award-winning film “*Amadeus*,” was featured in numerous television specials, and performed in numerous concerts with Mikhail Baryshnikov. He has created more than 70 choreographic works, dance/theater collaborations, theater and opera productions, and award-winning dance films.



Emiko Hihara and other Malashock dancers in “*Fathom: The Body as Universe*.”



Overwater bungalows

The Essence of French Polynesia

Natural Beauty and Cultural Pride Abound in the Heart of the South Pacific

By Michelle Lyn and Brett Martin

When we first told people we were spending the holidays in French Polynesia, we were met with some blank stares. It sounds exotic, but few people knew exactly where it was and what images they should conjure up.

More commonly referred to as Tahiti, French Polynesia is the country comprised of five main island groups or archipelagos. An easy eight-hour flight from Los Angeles, it is just south of Hawaii in the South Pacific.

Made famous in the '60s by the classic film "Mutiny on the Bounty," Tahiti and "Her Islands" are the stuff dreams are made of. White sandy beaches, crystal clear water in every shade of turquoise imaginable and a relaxed pace of life that would make anyone think twice before stressing about the little things.

It has been said that "boredom is the feeling that everything is a waste of time; serenity, that nothing is." After visiting Tahiti and her islands, we wonder if the word boredom even exists in the Tahitian lexicon.

That being said, time doesn't even seem to exist, so it isn't likely that you'll be able to waste it when you're there. Serenity, however, is definitely in abundance. It is simply the Tahitian way of life and whether you go to relax or to seek adventure, serenity is one thing you will be immersed in.

Our journey began in L.A. on a nonstop flight via Air Tahiti Nui, the 15-year-old airline that recently announced plans for new cabin upgrades in Spring 2013.

Tahiti

Arriving in Papeete, (Tahiti's capital) close to midnight is much more lively than you would imagine. It appears to be the busiest time of day for the airport. Throngs of tour operators flank the arrival doors as you search the sea of name placards, only to be greeted with a

fragrant frangipani lei and a warm Tahitian smile welcoming you to French Polynesia. Heat and humidity combine with the hour to offer assurance that you are far from the drizzly winter weather at home.

Whether you're just stopping by on your way to another island, or beginning your vacation on Tahiti, the InterContinental Hotel is the perfect place to recharge your travel-weary bodies. Minutes from the airport, the InterContinental is lush, tropical and has the perfect combination of Polynesian authenticity and modernity.

Upon checking in, you're immediately welcomed with a refreshingly chilled glass of mango pineapple juice, complete with fresh pineapple and frangipani flowers. Exotic fruit and flowers are also thoughtfully placed throughout your room, creating an intoxicatingly tropical scent.

Overlooking an idyllic lagoon, the hotel directly faces the nearby island of Moorea, offering postcard perfect views to feast your eyes on while sipping rum and coconut cocktails poolside.

Arrange any transportation needs ahead of time through South Pacific Transport. Their team is professional, efficient and incredibly warm and genuine. Downtown, Papeete's Le Marche market is a must-see for anyone visiting Tahiti. The colorful market features a wide range of local fish and produce, as well as a rich selection of handicrafts that make perfect gifts and souvenirs.

You'll find an abundance of Tahitian vanilla beans and paste (the best in the world), as well as monoi and tiare oil (coconut oil infused with the fragrance of local flowers). The oils boast moisturizing properties good for skin, hair and nails ... not to mention the beautiful fragrance that will instantly transport you right back to the islands.

The neighborhood surrounding the market is heavy on black pearl shops. Stunning byproducts from the sea, the iridescent gems range in hues from silver to green and come in various shapes and sizes-

These precious jewels can be pricey, although slightly “irregular” pearls can be found at any budget.

Moorea

The Aremiti ferry runs several daily trips to Moorea in 30 minutes. Known as the “Magical Island,” Moorea is reminiscent of Hawaii, with its lush green landscape and laid back vibe. Hit hard by tourism in recent years, Moorea warrants a two- or three-day visit to indulge in some thrill seeking adventures, although even a day trip from Tahiti is worthwhile.

The Sofitel Moorea la Ora Beach Resort is situated on Temae beach (the nicest on the island), minutes from the ferry landing. If you want to be pampered, check in there and spend your days relaxing by the infinity pool or snorkeling in the lagoon on their beach.

Or, do what we did and rent a private villa from Tahiti in Style. For a more personal experience, you can choose from a handful of their stunning properties and make yourself at home during your stay on the island.

Billed as a vacation rental agency that offers concierge services, Tahiti in Style can purchase and delivery groceries upon your arrival, make reservations for your activities and excursions, as well as offer in-home spa treatments.

Moorea itself is a small island that is easily explored. We rented a car and took a day to circumnavigate the island. It can be done in a couple hours, but you’ll likely want to take your time and make several stops along the way to take it all in.

Grab your camera and head towards the Belvedere lookout. Moorea’s most spectacular sites (such as Opunohu Bay and Cook’s Bay) are seen from this easily reached overlook. Located in the center of the island, this is a popular stop on any “circle-island” or 4x4 tour.

If you don’t have the kids with you, rent your own 4x4 buggies and explore the mountains, plantations (pineapple, coffee or sugarcane) and waterfalls. Albert Transport operates some of the most popular land and/or sea excursions on the island.

An abundance of marine life in clear shallow waters await you beneath the sea. The lack of strong currents combined with the many coral reefs within the turquoise waters of the lagoon surrounding Moorea provide enjoyable and accessible snorkel-

ing year-round.

The waves in Tahiti, although beautiful, are not always as friendly as the people. With world-class waves like Teahupoo on Tahiti and Haapiti on Moorea, experience is needed to surf most of the waves. You’ll also likely need a boat ride to avoid the long paddle across the lagoon, to arrive at the waves that break along the barrier reef.

Unless you specifically go to surf, you might want to reconsider taking your own boards. Depending on your itinerary, it may be best to rent a board while traveling as you may not be able to stow your board on the smaller inter-island flights.

On our trip, we were fortunate to befriend a young local named Jean Luc (also our driver from South Pacific Transport) who was kind enough to proffer up one of his own surfboards to use while we visited Moorea for a couple days.

A 10-minute conversation (in broken French and English) revealed a shared passion for riding waves and landed us at his house to pick up a board on the way to catch our ferry ... all before he even knew our names. We were surprised to find such unbelievable hospitality and generosity to be the norm on our trip.

When a local woman recommended a casual restaurant for lunch, the name “Snack Mahana” led us on the hunt for a little stand selling sandwiches. What we didn’t expect to find was a home converted into a restaurant, run by all the women in the family. Walking up to what looked like a counter out of the kitchen window, we were quickly waved on to the backyard to find a seat at one of their picnic tables.

Their backyard can’t possibly compare to any you’ve ever seen before. The small grassy plot extended straight into the cerulean lagoon. For miles, in every direction, you look out onto the sea and before you know it, you’ve lost yourself in a pleasant three-hour lunch experience, complete with the family’s dog and children hanging out at your table.

There is no rush at Snack Mahana. What there is, however, is freshly caught lagoon fish that is generously served in traditional preparations with coconut milk, and Tahitian poisson cru (raw seafood salad) heaped on your plate. With modest prices, the value of the meal and the experience is beyond compare.



Bora Bora Pearl Beach Resort facing Mt. Otemanu

Bora Bora

Flying into Bora Bora on Air Tahiti is an enjoyable experience that lasts just under an hour (from Papeete). Make sure you settle in with a prime seat on the left side of the medium sized plane, as you stretch out and sip fresh pineapple juice.

The main island of Bora Bora is surrounded by several motus (small islands) that host many of the five-star resorts. If you'd like to go onto the main island to shop or dine, shuttle boats run back and forth, free of charge.

Situated on its own private island (Motu Tevairoa), the Bora Bora Pearl Beach Resort & Spa is a mere 10 minutes from the airport and directly faces the main island and the looming Mount Otemanu.

One of the nicer resorts in Bora Bora, the Pearl Beach Resort & Spa has done an excellent job of staying true to its Polynesian roots with traditional decor, architecture, materials and a near complete staff of locals.

"Ia Orana," the Tahitian way to greet one another is heard everywhere you go and the well-appointed rooms are enveloped by considerably placed aromatic tiare flowers.

According to the general manager, the owners of the property were the first to build a resort on any of the motus in Bora Bora, so they had first choice. Motu Tevairoa was selected as it had the best beach of all the islands. The smooth stretch of white sand feels like powder and extends onto the floor of the translucent lagoon.

Snorkeling gear, kayaks, canoes, pedal boats and stand up paddle boards line the beach for your complimentary use, while a coral nursery beckons your inspection.

To further explore under the surface, (whether you are PADI certified or not), TopDive is the local expert dive operator on several of the islands. The crew at TopDive Bora Bora does a fabulous job coordinating and guiding dives for dive aficionados and first time divers alike. During our experience, we were greeted by curious black tip reef

sharks, 15-foot long lemon sharks, moray eels and teams of fish.

While staying at the resort, we experienced the garden bungalow with a private pool, enclosed garden and outdoor shower, as well as the overwater bungalow. While the garden suite was quite comfortable, spacious and private, the overwater bungalow is an experience you simply must enjoy once in your life ... if possible.

The paradisaical "huts" are the definition of romance and exclusivity all in one. Shuttered windows crank open to reveal the crystalline lagoon beneath you, as does the glass enclosed "coffee table." In the best of the bungalows, the beds and private balconies have an unobstructed view of Mount Otemanu.

Each balcony has its own stepladder that eases you into the lukewarm, waist deep lagoon that gently laps against the stilts supporting it. For a special treat, order room service for breakfast and have it delivered via floral laden canoe.

While the dining options at the Bora Bora Pearl Beach Resort are quite lovely, it is well worth the 15-minute shuttle to the main island to explore beyond.

Bloody Mary's is an institution on Bora Bora, as evidenced by their wall of "fame" of celebrities who have visited since its inception in 1979. The restaurant itself is a more polished version of a big Fare Tiurai (the carnival type hut built for the Heiva Dance Festival each July). The thatched roof, open sides, white sand floor, wooden slab tables and stools made of coconut stumps represent old Tahiti.

A unique experience, you are led to a large iced display of fresh fish and meats upon entering. The fresh catch of the day is described to each guest, as they point to their selection before moving on to their tables.

Amiable owner Dexter Hewitt takes great pride in the fact that he employs a large contingency of locals and openly boasts that he doesn't take any profit from the restaurant — he puts it all back into the local community.

For another authentic experience, book a lagoon excursion with Maohi Nui. It is a locally owned and operated company with some of the most personable and knowledgeable guides on the island. They pick you up in a traditional outrigger canoe and provide a memorable day exploring their "home."

Our guide, Rapa, greeted us with a warm smile while strumming on his ukelele. Offering group or private tours, their approach is gentle and respectful, keeping in mind the preservation of nature.

Rapa first took us out to the edge of the lagoon where we could feed the fish and sharks. He then told us to throw on our snorkel gear so we could see the sharks up close and personal—no cage in sight. Daunting at first, the sharks proved to be docile enough and kept their interest on the chum that was tossed their way.

A stop in a shallow area of the lagoon found us standing in the water, surrounded by giant sting rays gently tickling us with their undulating bodies. Part slippery, part scratchy, they were good-natured, albeit a bit brazen.

To finish the day long tour, we pulled up to a secluded island where Rapa prepared a Polynesian feast on a private beach. He himself had caught some fresh lobster, tuna, and lagoon fish that he grilled over palm fronds. He also brought taro, pineapple and bananas that he had grown on his property.

After pulling a picnic table into the water for our incredible meal, we really got to know this humble man with seven children, who had lived all over the world and didn't think twice about inviting us to his home for dinner the next night.

One of the most beautiful places we've ever been, French Polynesia captivated us with its natural beauty, disarmed us with the warmth and generosity of its people, and left us with a new appreciation for Mother Earth, which one wise Tahitian woman reminded us, is simply on loan from our children.



Garden suite bungalow-daytime Pearl Beach



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