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Women Who Impact San Diego 2015

See all the winners on **PAGE 14**



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

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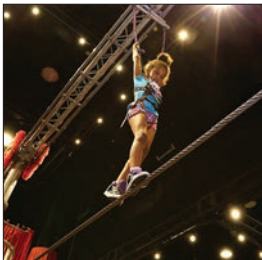
COVER STORY



ON THE COVER:

Women Making an Impact

SD METRO is proud to introduce Women Who Impact San Diego 2015, a group of outstanding professionals who have made a name for themselves in their careers and are making significant contributions to our community. Debra Schwartz (pictured) is one of the honorees. See Page 14.



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Science Under The Bigtop

A hands-on circus is the next big exhibition at the Reuben H. Fleet Science Center. "CIRCUS: Science Under the Big Top" is a family-friendly exhibition that features 20 multi-station interactive exhibits that delve into everything from clown makeup to the art of contortion to animal communication.



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Return of the Bungalow Courts

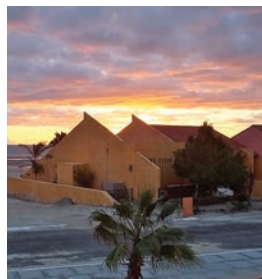
Neighborhoods wary of new apartments or condos on land zoned for them might be getting some relief. The city of San Diego is rolling out a change that could provide new homes in old neighborhoods without so much controversy. Owners will now be able to divide their property into individual lots to be separate, standalone homes. .



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Growth Spurts

Are you suffering from growing pains? That seems to be the ongoing buzz these days. Companies are raising money, increasing revenues, and hiring additional people. This presents the million-dollar question: How much space should a growing company lease?



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San Felipe, a Fishing Village with Allure

"Here at the top of the Sea of Cortez, the tides swing as high as 25 feet, causing the sea to recede as much as a half mile at times. The beach goes on forever, with its endless sand paintings. And I had it all to myself with the exception of an occasional free-range dog who thought he had died and gone to beach heaven." That's writer Delle Willett's partial description of her trip to San Felipe.

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Wow! A Democrat Who's Got It Right

Well, my, my.

Despair not those of you who fall on the right side of the political spectrum. Shocking as it may seem, there is among us a California Democrat who sees some things as we do.

It's Gavin Newsom. And unless you pay absolutely no attention to the world around you, he is the lieutenant governor, former mayor of San Francisco and wine entrepreneur.

I popped in on a Newsom speech hosted by the North San Diego Business Chamber, and with my usual dose of cynicism whenever I listen to any politician, I'd take what he had to say with a grain of salt.

Au contraire. He made his case. He seemed convincing.

When a Democrat says, "You can't be pro-jobs and anti-business," maybe it's time to listen.

Newsom wasn't handed life easily, nor does he sound like one of those limousine liberals who believes that government knows what's best.

"Government is on a collision course with the future, mass collaboration is a totally new mindset, one-way conversations are dead and now everyone wants to be in on the conversation."

That's new. Think of the possibilities if Sacramento were to actually listen, that someone might be able to drive a stake into the "we know what's best" arrogance in state government. When the Legislature and every constitutional office is held by the same party, they have you at the knees.

"Top down control is on its way out" and "with networking, platform thinking and combining micro contributions," whether the conversation is about health care or education," he said, "we're not having those conversations in Sacramento."

About his concern over K-12 education, he said, "The new digital divide is not about smartphones but a motivational divide. We're not teaching entrepreneurship, persistence, grit and problem solving. There is a power shift and we no longer have a monopoly on world education."

Wow. A California Democrat on the public payroll, talking about entrepreneurship. That's one of those once in a blue moon moments.

He said there is no economic development strategy for California, which suggests he believes that he'll be the one who designs it. "It's all about flexibility, adaptability."

Newsom won't sail into the governor's office in the 2018 election, but it's a safe bet that he'll be the next governor. Unless there is a Republican hiding under a rock and with an outsized personality like Arnold Schwarzenegger, the job is Newsom's in a walk.

It wouldn't disappoint me.



Bob Page
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September issue**





Rendering of 'The Block' residential project.

'The Block' Residential Project to Add Two Big Towers to Downtown Skyline

Two companion residential towers -- one 41 stories tall, the other 21 stories -- form the heart of The Block, a massive mixed-use project that will be built on a 60,000-square-foot site on Broadway, between Seventh and Eighth avenues, in Downtown San Diego.

Zephyr, a San Diego-based real estate development and investment company, has selected Joseph Wong Design Associates as the lead architect for the project, which will feature condos for sale and retail space. It is slated to break ground later this year.

The residential portion will total 600-plus units of studios and one-, two- and three-bedroom condos. There will be

20,000 square feet of retail space.

The development will include a seventh floor pool and roof deck in addition to top-end amenities.

Zoning of the site allows for development of up to 720,000 square feet.

"This project will add vitality to the city core, enhancing the Downtown community and serving as an iconic place in the heart of San Diego," said Wong, who has worked in architecture and interior design for nearly 40 years. "Based on the impact it will have on Downtown, this is a milestone project for us."

"Joseph's work is distinctive and elegant," said Brad Termini, co-CEO of Zephyr. "For a project of this scale, we

wanted someone who had both the vision and skillset to create a San Diego landmark."

Zephyr acquired the property last June in an off-market deal. It will be the city's first high-rise, mixed-use project since the recession.

Some of Joseph Wong Design Associates' other projects include Hilton San Diego Bayfront Hotel, Hotel Indigo, San Diego Convention Center Sails Pavilion Enclosure and the San Diego North Embarcadero Visionary Plan.

Zephyr was founded in 2008 by Termini and Dane Chapin.

Luxury Condos Overlooking Windansea Beach Near Completion

One Neptune in La Jolla, a luxury home development overlooking Windansea Beach, will receive its first homeowners this summer. One-third of the 18 condominiums have been sold.

The 18 condominiums are a mix of one-, two- and three-bedroom homes, each on a single level with a private ocean-view deck. Currently priced from \$1.4 million to \$3.4 million, One Neptune Place is drawing strong pre-opening interest with seven homes already sold.

Completion and move-ins are expected by summer.

"Whether you know the site for its legendary surf break, its place in Tom Wolfe's "The Pump House Gang," or just as a part of the La Jolla landscape, the spot is revered for its beauty," said veteran real estate agent Steve Cairncross, who is representing longtime San Diego home builder, Mike Turk, and his limited partner, MB Property Acquisitions, at One Neptune.

Designed by Marengo Morton Architects, homes at One Neptune range from 797 to 2,196 square feet and feature such sustainable features as solar electrical sys-

tems and tankless water heaters. Secured, assigned underground parking, as well as extra storage for bikes and surfboards, are accessed via a private elevator or stairs.

One Neptune sits on the site of the Strand Hotel, which opened in 1909 and 10 years later became known as the Windansea Hotel when its new owner Dr. Arthur T. Snell sponsored a competition to rename it. After that, the neighborhood took on the Windansea moniker. In 1953, the aging structure was replaced with a 19-unit apartment building.

H.G. Fenton to Offer Craft Brewers Fully Stocked Brewery Space for Lease

H.G. Fenton Company owns and manages 13 apartment communities with more than 3,100 homes in San Diego County, but on July 1 it will start leasing something entirely different -- new facilities for craft brewers.

Brewery Igniter is a set of turnkey brewing facilities in the Miramar area that contain state-of-the-art, fully functional brewing systems and tasting rooms that entrepreneur brewers can rent to get their products to market faster.

Typically, a startup micro-brewer must invest hundreds of thousands of dollars in brewing equipment, manage construction expenses and logistics and wait for a liquor license and their equipment to be delivered and installed before they can brew, pour and sell their first pint. The Fenton company's Brewery Igniter provides the space and all of the equipment to produce and sell craft beer, so that a startup microbrewery can begin selling product as soon as it gets its ABC license, which can take as little as two months.

Brewery Igniter isn't an incubator -- nobody will be helping these entrepreneurs learn to brew or kicking them out once they've learned -- but rather a way to reduce the barriers to entry so that passionate brewers can produce beer, get it to customers, and help San Diego continue to lead as the Craft Beer Capital, according to Bill Hooper, a portfolio manager with the Fenton company.

"We have had the privilege of working with many craft brewers in San Diego and have seen firsthand the challenges that they face. We developed Brewery Igniter to lower new brewers risk and help them get the most successful start possible," said Hooper.

The first two Brewery Igniter locations will be available for craft brewers starting July 1 at 9030 Kenamar Drive in Miramar. Entrepreneur brewers can rent the space and start production immediately so that their product gets to market faster with drastically reduced upfront capital investment and risk.



Malcolm Love Library

Lease rates have yet to be established for the Brewery Igniter locations. "H.G. Fenton is focused on providing value with flexible lease terms and lease rates that reflect a fair monthly cost craft brew entrepreneurs would expect for rent and equipment payments," a Fenton spokeswoman said. "Our hopes are that entrepreneur brewers will enter Brewery Igniter to get their business off the ground, blossom into a

financially stable and growing business and eventually invest into a bigger brewing space of their own. But if they want to continue leasing, they're more than welcome to."

H.G. Fenton is looking at other potential sites in San Diego County to deploy the Brewery Igniter to meet demand.

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Conrad Prebys Funds Endowed Chair In UC San Diego's Music Department



Conrad Prebys Music Hall

When he realized he had neither the talent nor the dedication to be a career musician, San Diego builder Conrad Prebys chose a different path. But his passion for music never wavered, and since 2007, he has generously given to the Division of Arts and Humanities at UC San Diego to help ensure that the facilities, faculty and programs will continue to launch students into successful music careers.

UC San Diego on Thursday announced the latest gift from the philanthropist -- the \$1 million Conrad Prebys Presidential Chair in Music to support scholarly activity and graduate fellowships in the chair holder's department. His gift of \$500,000 was matched by the University of California as part of the UC system's Presidential Match for En-

dowed Chairs to encourage donors to establish endowed faculty chairs. The chair holder has not yet been selected.

"Music is a true passion of mine and has been a great part of my life," said Prebys. Over the years, he has demonstrated his love of music by supporting UC San Diego's renowned department of music. A \$6 million donation was made to the campus' state-of-the-art facility, now named the Conrad Prebys Music Center, and a \$3 million gift established the Conrad Prebys Music Endowment. The Music Center's crowning jewel -- the Conrad Prebys Concert Hall, considered one of the greatest small concert halls in the world -- was named in recognition of Prebys' philanthropy.

Baja California will Manufacture the First Business Jet Made in Mexico

Carlsbad-based Spectrum Aeronautical will manufacture the first business jet aircraft in Mexico at the Silicon Border Industrial Park located in Mexicali, Baja California. Spectrum will invest \$300 million for the design, certification and production of the airplane model S-40.

Spectrum Chairman and CEO Linden Blue said Baja California was chosen because of its highly skilled and self-motivated workforce, as well as the geographic proximity to the important aerospace industry in California.

The Spectrum S-40 takes advantage of over 30 years of refinement of carbon fiber/epoxy technology, which has been driven by the Spectrum management and technical team.

The S-40 is a mid-size business jet that can accommodate up to nine passengers and fly over 2,400 miles. The S-40 is expected to cost about half as much to own and operate as comparably sized business jets and use half the fuel.

The Spectrum Aeronautical de Mexico plant site will be at the foot of picturesque El Centinela Mountain immediately west of Mexicali and less than two miles south of the Mexico/U.S. border.

"This announcement is great news for Baja California and Mexico," said Baja California Gov. Francisco Vega de Lamadrid. "When finalized, Baja California will lead the aerospace industry in Mexico and in general for our country at the international level, since this will be the first aircraft totally manufactured in this country, having certifications and features enabling it to take off from its plant in Mexicali to the world skies."

"We chose the Silicon Border site because of the skilled and highly motivated labor force in Mexicali and Mexicali's proximity to the huge aerospace industrial infrastructure of Southern California," said Spectrum President Austin Blue.



The Spectrum Aeronautical de Mexico plant.

Making an Impact



Debra Schwartz
President and CEO
Mission Federal Credit Union

Mission Fed is proud to announce that Debra Schwartz has been selected as one of the top 20 women in SD METRO's 2015 Women Who Impact San Diego. Chosen from a large group of outstanding professionals who have made a name for themselves in their careers and are making significant contributions to our community, Debra characteristically credits her success to the teamwork of those she leads.

Under Debra's empowering leadership over the past eight years, Mission Fed increased the number of customers we serve by enhancing products and services, expanding to 27 local branches, giving back to the community and creating a culture of service, trust and respect.

From Mission Fed's Volunteer Board of Directors, employees, community partners and loyal customers: **Congratulations, Debra!**

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International Boat Show Features New Attractions – and Some Boats



Jetovator and Seabreacher.

The 2015 San Diego International Boat Show summer boat show June 18-21 is boasting some new features, including an expanded Sports Fishing Pavilion and two new water entertainment features — Jetovator and the Seabreacher with daily on the water performances by professional riders for attendees to enjoy.

Both are amazing on the water displays. The Jetovator propels and elevates the rider into the air over the water. The Seabreacher brings the unique experience of underwater flight to waterways. The watercraft pushes the limits of what people can do in the water: diving, jumping, rolling, porpoising, and other amazing aquabatic tricks, all within the safety and comfort of a dry, sealed cockpit. Times of performances will be on the show's web site.

The annual boat show on Harbor Island (Sheraton Marina) provides attendees an all-access pass to discover the boating lifestyle and a chance to shop and tour more than 120 vessels, from entry-level family cruisers and personal watercraft to luxury motor and sailing yachts. The largest vessel in the show this summer is 130-feet. There are 65 percent power boats and 35 percent sail boats making up the mix in-water and on land.

Officially it's the Progressive Insurance San Diego International Boat Show held in partnership with the California Yacht Brokers Association, San Diego Superyacht Association, and the Port of San Diego.

For complete details, visit SanDiegoInternationalBoatShow.com.



The image from the GE Healthcare Revolution CT scanner shows the patients coronary arteries, aorta, pulmonary arteries, and adjacent intrathoracic structures.

Tri-City Healthcare District to Buy \$3 Million Advanced CT Scanner for Patient Diagnoses

The Tri-City Healthcare District Board of Directors has approved the \$3 million purchase and installation of the most advanced computed tomography (CT) scanner on the market that will enable radiologists to make the quickest, most accurate diagnoses possible for their patients.

The GE Healthcare Revolution CT scanner is expected to be operational as early as December 2015, which would make Tri-City Medical Center in Oceanside the first provider to offer this medical imaging technology in San Diego County. It can create a full, three-dimensional image of an organ in just one pass and will provide more options for the hospital's radiology program.

"This device can take a full cardiac image in a heartbeat — literally. It will be of tremendous value to cardiac patients as well as many other patients being cared for on an inpatient, outpatient or emergency basis," said Dr. Donald J. Ponec, medical director of the Cardiovascular Institute and Radiology Services at Tri-City Medical Center. "Our emergency room is the third busiest in San

Diego County. We see over 70,000 people per year of which approximately 14,000 require CT procedures. This machine will achieve a significant improvement in turnaround times for patients waiting for CT scan results as well as immediately rule out cardiac disease in those arriving with chest pain."

Funds for the acquisition were from contributions raised by the Tri-City Hospital Foundation and Tri-City Hospital Auxiliary.

The GE Revolution CT will allow Tri-City Medical Center physicians to scan entire organs such as the brain, heart, liver and pancreas in a single, 0.28-second rotation, reducing breath-hold times and radiation doses for patients.



The GE Healthcare Revolution CT scanner

Organovo in Partnership With Cosmetics Giant to Develop 3-D Printed Skin Tissue

San Diego-based Organovo Holdings Inc. announced a partnership with L'Oreal USA, a major beauty company, to develop 3-D printed skin tissue for product evaluation and other areas of advanced research.

The partnership marks the first-ever application of Organovo's groundbreaking technology within the beauty industry, the company said.

Organovo's 3D bioprinting enables the

reproducible, automated creation of living human tissues that mimic the form and function of native tissues in the body.

"We developed our technology incubator to uncover disruptive innovations across industries that have the potential to transform the beauty business," said Guive Balooch, global vice president of L'Oreal's Technology Incubator. "Organovo has broken new ground with 3-D bioprinting, an area that

complements L'Oreal's pioneering work in the research and application of reconstructed skin for the past 30 years. Our partnership will not only bring about new advanced in vitro methods for evaluating product safety and performance, but the potential for where this new field of technology and research can take us is boundless."

Schubach Aviation Forms Partnership With San Diego Aviators Tennis Team

Schubach Aviation in Carlsbad has formed a partnership with the San Diego Aviators of Mylan World TeamTennis (WTT), and will sponsor the team's 2015 season in July, the company announced.

The 40th season of Mylan WTT will run July 12-29, with the conference championships set for Thursday, July 30. This season, the second season here for the Aviators, is set to take San Diego North County in style, with all seven home matches taking place at the Omni La Costa Resort & Spa, one of California's premiere tennis facilities located in Carlsbad, Schubach's home base. ESPN 3 will broadcast a number of matches throughout the summer.

"Having Schubach Aviation as a partner of the San Diego Aviators validates our quest to be a premier event sports property in North County and greater San Diego," said Billy Berger, CEO and minority-owner of the San Diego Aviators. "Schubach's management team is

comprised of like-minded people who fully support our mission to celebrate the energy that first ignited tennis in the 80s in a city where sports, outdoor activities, music and arts are intrinsic to its lifestyle."

The 2015 lineup includes Coach John Lloyd; Assistant Coach Jim Ault; and players Madison Keys of Boca Raaton, Fla.; Kveta Peschke of Sarasota, Fla.; Taylor Fritz from Rancho Santa Fe; Chani Scheepers from Pretoria, South Africa; and Raven Klaasen of Cape Town, South Africa.

Fritz is a junior out of Torrey Pines High School who won the CIF (California Interscholastic Federation) singles title as a freshman and took off on the junior circuit. Still an amateur, he's the top-ranked American junior, 12-1 this year, third in the world, and has played in his age group at the Australian, French and U.S. opens, and Wimbledon.



Taylor Fritz of Rancho Santa Fe is in the 2015 lineup.



GUILD CONTINUES TO GROW

Guild Mortgage was founded in San Diego in 1960 and has grown to become one of the top independent mortgage banking companies in the United States because of its entrepreneurial culture, quality people and commitment to customer service. The company produced more than \$7 billion in loans in 2014 and serviced another \$17 billion with an innovative production system and proprietary processes for originating, selling and servicing consumer loans.

The growth exceeded industry trends in 2014. While national mortgage originations were off 40 percent in 2014 from 2013, Guild volume in its existing branches was up approximately 5 percent, before acquisitions or new branches.

In 2014, Guild made two major acquisitions and expanded a correspondent banking relationship. As of December 2014, Guild had more than 250 full-service branch offices and satellite offices in 25 states. The company continues to expand into new markets by opening its own new offices and through acquisition, adding branches in new and existing markets and preserving its customer service culture with experienced, talented loan officers with established relationships.

Our success over the past half-century was constructed on a foundation of core principles: unparalleled customer service, industry leading technology and an entrepreneurial culture that values creativity and energy. Guild is looking for new partners who share our values to continue our momentum.



CONGRATULATIONS!
Mary Ann McGarry
SD METRO'S 20 WOMEN WHO IMPACT SAN DIEGO

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Doug Manchester's Big Dream for the Newspaper Never Came Through

He'll probably do well on the real estate, but the ex-U-T owner wanted a lot more out of his newspaper purchase than he ended up getting

By Liam Dillon | Voice of San Diego



In the beginning, there was bluster. And there was a lot of it.

The same day hotel magnate Doug Manchester bought the San Diego Union-Tribune for \$110 million three and a half years ago, his partner John Lynch said the paper was going to call out “obstructionists” against the duo’s dream of building a new stadium for the Chargers.

This was only the first of many pronouncements the Manchester-Lynch tandem made in the brief time they owned San Diego’s largest media company. Their dream of a new Chargers stadium is one of many to have floundered.

At the time of Manchester’s purchase, there were two beliefs for why the longtime San Diego lightning rod wanted his hands on the U-T. He wanted to use the

paper as a bullhorn for his interests — football, military, Republicans — and he wanted the sweet Mission Valley property on which the newspaper sits. The second part of that equation still lives — Manchester kept the land when he sold the paper to the

Tribune Company for \$85 million — but the first was, by any measure, a failure.

Consider the things Manchester and Lynch fought the hardest for:

- They published plans in full-color on the front page for a new Chargers stadium development Downtown. They proclaimed it the paper’s No. 1 priority. No one ever did anything with the idea. Today, the Chargers’ stadium situation is as dire as it’s ever been.
- They had not one but two front-page editorials boosting Carl DeMaio for mayor. DeMaio’s now a radio talk show host. Manchester even lost a fight among other Republican bigwigs to allow DeMaio to run for mayor again when former Mayor Bob Filner floundered.
- They wanted to destroy the Unified Port of San Diego for supporting industry at the Tenth Avenue Marine Terminal instead of tourism and a stadium. The port’s still there.
- They called Barack Obama the

The caricature of Doug Manchester, by illustrator Jason Luper, appeared on the cover of the March 2012 cover of SD METRO Magazine.



Doug Manchester

worst president in U.S. history and warned of apocalyptic consequences if he were re-elected, including the removal of, “In God We Trust” from our money. Obama was re-elected and our money’s the same.

- They invested in a new TV station — UT-TV — that would become “a nationwide network of national news that all of the major metros contribute to,” Lynch said. He projected it would compete with CNN or Fox. Just six months after saying that, the U-T laid off much of the station’s staff and it ceased broadcasting.

It’s worth considering why Manchester didn’t get what he wanted. The region is pretty evenly split between Democrats, Republicans and independents so Manchester and Lynch’s brand of conservatism was out of step. It’s also true that newspapers don’t have the same pull they used to. The idea of a sports columnist convincing the public to build a football stadium — like Jack Murphy did in 1967 — is unthinkable today.

Manchester likely realized all this much sooner than this week. Rumors that the paper was on the block went back more than a year — to the point that Manchester wrote a front-page letter to readers last June denying that the paper was for sale.

And things have gotten noticeably calmer at the paper lately, a period that overlapped with Lynch’s phasing out and ultimate exit. A sports website wondered if the U-T would cover the Chargers stadium

situation with any credibility now that Manchester is gone. After all, sports columnist Tim Sullivan was axed in 2012 after management decided he was too much of a stadium obstructionist. But the U-T-as-unfailing-stadium-booster narrative falls apart in the face of business columnist Dan McSwain’s excellent recent coverage (utsandiego.com/news/2015/may/02/nfl-stadium-kroenke-rams-chargers).

It appears Manchester did make a bit of money out of his purchase of the newspaper and could get more from the real estate. He wants to put two seven-story buildings and 200 residential units on the property. The project’s working its way through City Hall now.

It must be disappointing that he might

only be getting some more buildings out of the deal. Remember this is a man who cares a lot about legacy. When he sold his most high-profile project, the giant waterfront Hyatt hotel next to the Convention Center, he required his name stay on it for 20 years. “Why not?” he told us.

In 2012, Manchester officially changed the name of the newspaper from the San Diego Union-Tribune to U-T San Diego. The new owners, however, are already using the old name again.

Liam Dillon is senior reporter and assistant editor for Voice of San Diego. He leads VOSD’s investigations and writes about how regular people interact with local government.

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19 OUTSTANDING PROFESSIONALS



Debra Schwartz is president and chief executive officer of Mission Federal Credit Union. Under her leadership, Mission Federal had grown in membership, given back to the community and provided employees with an exceptional salary and benefits program. She joined Mission Federal in 2007 as an executive vice president. Some of the initiatives she's been most proud of have ranged from having a more robust enterprise-risk management program that has become an integral part of how Mission Federal is run, to marketing enhancements that have led to a greater impact on the company's results. Prior to joining Mission Federal, Schwartz was the chief financial officer at First Future Credit Union and an executive vice president at San Diego County Credit Union. Throughout her career she has dedicated her time and talent to a variety of nonprofit organizations, focused on youth, financial literacy and the credit union movement. She serves on the executive committee of the National Association of Federal Credit Unions, a member of the board of the Mission Federal Community Foundation and the governing board of Junior Achievement. She is a magna cum laude graduate of the State University of New York and holds an MBA degree from the University of Southern California.



Mary Ann McGarry is president and chief executive officer of Guild Mortgage Company. She began her career at Guild in 1984 as a supervisor in internal audit after a successful career in public accounting. Within three years at Guild, she was promoted to senior vice president of loan administration and information technology. She was named to the Guild board of directors in 1988 and promoted to president in 2005 and CEO in 2007, when she led a management buyout of the company from its founder. Guild has become one of the fastest growing independent mortgage banking companies in the U.S. and now has more than 250 branch and satellite offices and 2,300 employees in 25 states. In March, Guild closed \$1.27 billion in mortgages, the first time it had closed more than \$1 billion in mortgages in any single month. Its \$2.85 billion in closed mortgages in the first quarter of 2015 was the highest quarter in its history. McGarry created the Guild Giving Program which encourages employees to donate time and money to worthy causes. Beneficiaries include Habitat for Humanity, Big Sky Senior Services, Center for Children and Families, Salvation Army, Windward Domestic Violence Shelter, Hawaii Foodbank, the Green Beret Foundation, the Navy SEAL Foundation and the Children's Cancer Association.



K. Ann Brizolis is recognized as one of the top Realtors in Southern California. The Wall Street Journal has named her one of the top 100 Realtors in the country. She represents buyers and sellers in the execution of real estate transactions involving extraordinary luxury properties while consistently upholding the highest ethical and professional standards of the real estate industry. Brizolis and her team maintain complete discretion, privacy and confidentiality to maximize their clients' best interests. Since 2000, Brizolis has closed more than \$1 billion in transactions. Ann Brizolis & Associates is partnered with Pacific Sotheby's International Realty, allowing her team to combine the only truly international residential brokerage brand with the strength of its local brand, creating unparalleled opportunity for the marketing and sale of its clients' luxury homes. She earned her bachelor's degree in business and management at California Polytechnic University, Pomona. She is a member of the Rancho Santa Fe Women's Fund, co-chair of marketing for the UCLA San Diego Fund, supports Children's Hospital, the Rancho Santa Fe Community Center and the La Jolla Country Day School.



Lynn LaChapelle is a managing director of JLL, a global real estate services firm. She executes, oversees and transacts capital market deals in San Diego and Phoenix. She and her partners lead the valuation, marketing, disposition and financing of premier office properties. LaChapelle has broad-based experience in corporate solutions, leasing and development, having transacted leases, ventures and sales in excess of \$10 billion. She earned the No.1 ranking in her office for production in 2014. She is considered one of San Diego's pre-eminent commercial real estate brokers, regardless of her gender, but as a female star in the industry. She is a member of the JLL's women leadership team and has mentored several of her capital markets brokers in Washington, D.C., and San Diego. LaChapelle has served as a board member for the Girl Scouts Imperial Council and has served as a board member of the Children's Museum, the San Diego Community Foundation's charitable real estate board, the San Diego Center for Children and the San Diego Museum of Art. She channeled her drive, experience and resources to turn 30 acres of vacant land in Escondido's Highland Valley into an estate winery. She and her husband donate five percent of their proceeds from their winery to fund wildlife rescue organizations such as Project Wildlife and Helen Woodward Animal Center.



Crystal Sargent is a big-thinking sales and marketing leader who is passionate about helping businesses and people grow. She draws from a successful 22-year career growing balance sheets and increasing revenue for retail, private and commercial banks through value-driven leadership. As senior vice president of marketing for Torrey Pines Bank, she is a frequent contributing writer for business and news publications and is also a sought-after speaker on topics such as leadership, marketing and financial management advice for small business owners and consumers. She serves on several local boards, including the Old Globe Theatre and the Alzheimer's Association. Sargent is also chair of the San Diego chapter of the Alumni Association for Illinois Institute of Technology where she earned a master's degree in business and marketing communications. She received her bachelor of arts degree in history from the University of Wisconsin-Madison.



Adriana Cara is a founding partner and shareholder of Cara & Garland APLC, a women and minority-owned law firm. She has practiced labor and employment law for 13 years and is a recognized expert in her area of law. She is regularly consulted by members of the media in connection with new developments in laws affecting employers. She is recognized as one of the few lawyers in California who is able to conduct sexual harassment training, employee handbook rollouts and working investigations on behalf of clients in Spanish. Her bilingual and bicultural skills set her apart from her colleagues in the same practice area, and make her an invaluable asset to the legal and business community as a whole. Cara and her partner, Meagan Garland, co-authored a piece titled "Empowering Women of Color," which appeared in a recent issue of SD METRO Magazine. As a female attorney she is sensitive to the challenges facing minority women who are considering a legal career. She and Garland have made it their goal to give back to the community through a nonprofit organization that is intended to assist women of color in the law to hang their own shingles. She is a graduate of UC San Diego and holds her law degree from Loyola Law School of Los Angeles.



Lupita Morales is the patient services manager for Fresh Start Surgical Gifts. In her eight years working for Fresh Start, a San Diego's children's nonprofit, she has served the medical needs of over 3,000 children and teens with physical deformities. Through her role as patient services manager, she has overseen that all patients receive a high level of medical care regardless of their families' income or social status. She has organized and supervised screening clinics with the purpose of spreading the mission to the families that need it most on both sides of the border. She believes that every child deserves a fresh start in life and to have the confidence to accomplish their dreams. To make sure that all children with physical deformities have access to proper medical care, Morales has forged partnerships with the San Diego County School District, the Ronald McDonald House Charities as well as international partnerships with Hospital Infantil Del Las Californias, and ConnectMed International and other nonprofit organizations. She has also formed a partnership with Rady's Children's Hospital. She is very involved with her church's philanthropy group, The Big Give.



Meagan E. Garland is a business litigator and a founding partner of Cara & Garland. Garland is licensed in both New York and California. Prior to establishing Cara & Garland with her partner, Adriana Cara, she practiced law with Baker & McKenzie LLP, in both its New York office and former San Diego office. Additionally, she interned for the United Nations at the International Criminal Tribunal for the former Yugoslavia leader in The Hague. She worked on the criminal case that gave rise to the first indictment for the atrocities in the village of Ljuboten. She earned her bachelor of arts degree from Spelman College and her juris doctorate degree from the Boston College School of Law. She is a recipient of the Super Lawyers Rising Star 2015 distinction, and was recognized as one of the Best Lawyers for 2015 by SD METRO Magazine. Garland is currently working toward earning her master's degree in theology.



Tammi Terrell is vice president and general manager overseeing operations for AT&T Southwest and Hawaii, directing sales and operations for more than 1,500 employees, 90 AT&T-owned retail locations and more than 6009 national retail partners and authorized resellers across the region.

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COVER STORY



Samantha Prince is a young executive at Taylor Guitars, working with the firm's chief financial officer. She has always set her sights high. After a trip to Scotland in the 9th grade, she was determined to attend a university there. After graduating from San Diego State University in three and a half years, she attended the University of Strathclyde in Scotland. By the time she had graduated from SDSU, she owned Natural Kidz, an online store that sells eco-friendly product for parents and kids. Prior to joining Taylor Guitars, she was running Natural Kidz at night while working full time at RJS Law where she helped its owner, Ronson Shamoun, streamline and organize the marketing and operations for the firm. Over her time at RJS Law she completed the submission of a 200-page 2014 Better Business Bureau Torch Award. The award highlighted the firm's commitment to ethics in the workplace and its dedication to outstanding customer service. She has an incredible work ethic that is enviable and a business sense beyond her years.



Diane Cox is the co-founder of a nonprofit, Just in Time, which mobilizes the San Diego community to provide the resources and connections that help youth become capable, confident and connected as they transition from foster care to adulthood. In its 13th year, Just In Time, serves over 700 youth annually from the beginning to the present. During the evolution of Just In Time, Cox's paying job was that of a title insurance representative in the Rancho Santa Fe region. Over a span of 24 years, she built her company's market share to over 50 percent and set a bar within the industry for creative resources. She is a graduate of the University of Michigan.



Debra Baker is a journalist, turned lawyer, turned entrepreneur focused on helping law firms drive revenue and expand client relationships in an industry undergoing dramatic change. She started Law Leaders Lab out of her belief that the traditional model for delivering legal services no longer meets the best interests of clients and must change for lawyers to be successful in the current business client. She is a licensed attorney whose background includes senior marketing and business development positions for both a Global 100 law firm and a leading legal technology company.



Michelle Bergquist is president and CEO of Connected Women of Influence, a community of women who lead projects, teams, people and companies. She is considered a resource for empowering women as leaders and employees. Her experience as a successful business owner, consultant and university instructor coupled with her background in the banking industry means she knows the challenges women leaders face. She has served on the boards of the American Institute of Banking, National Association of Women Business Owners, the Fountain Valley Chamber of Commerce and the YWCA of San Diego.



Candace M. Carroll is of counsel at Sullivan, Hill, Lewin, Rez and Engel law firm. She is a highly regarded San Diego appellate practitioner with more than 30 years' experience handling appeals in the federal, state and bankruptcy appellate courts. She is secretary and treasurer of the board of the San Diego Convention Center Corporation. She is a director of the San Diego Opera, where she was instrumental in keeping the organization alive after it nearly collapsed in 2014. Carroll has served as an adjunct professor for the University of San Diego Law School. She is a recipient of Duke University's Law School Charles S. Rhyne Award.



Kellie Hill is sales director of CBRE. In her diverse background she has taken part in retail shopping center development, served as CEO/Principal of a boutique construction management firm and took a role as business line leader for a global real estate firm. She has experience in managing more than 500 construction projects in 45 states with a client list of Who's Who of companies, including Wal Mart, Famous Footwear, Kilroy Realty, Countrywide Home Loans, Native New Yorker and Diversified Partners LLC. At CBRE, Hill oversees the occupier professional services. She serves on the Economic Development Committee of the San Diego Regional Economic Development Corporation.



Tamara Romeo is a leading interior design professional. Her company, San Diego Office Design, is now one of the largest commercial interior design firms in San Diego. Quickly becoming known as San Diego's answer to Silicon Valley design, Romeo calls her "secret sauce" the unique blend of interior planning, graphic design and brand storytelling that her company has become well known for. She is a scholarship recipient and graduate of the Goldman Sachs 10,000 Small Business Program. Romeo is a widely published expert in the field of brand engagement through interior design, focusing on design savvy on office and corporate spaces.



Debra Rosen is president and chief executive officer of the North San Diego Business Chamber. In her six years as president, she has built the chamber into a respected regional business organization, diversifying the membership and its board of directors. She has aggressively advanced a competitive agenda which includes building a strong chamber membership and advocacy, strengthening political relationships, forging a Think Local First initiative, and protecting business interests on a local, state and federal level. She is credited with the turnaround of two under-performing nonprofit organizations. Rosen has developed and implemented strategic plans, restored profitability for member programs and won market share in competitive regions while delivering growth for the chamber, its members and business community. Before taking the helm at the chamber she was with the Downtown Business Association of Escondido. She holds a bachelor's degree in public administration from San Diego State University.

Toni Padron is the executive vice president and chief operating officer of the Carlsbad Chamber of Commerce. She runs the day-to-day operations of the chamber with more than 1,400 member companies and organizations. She oversees a \$1.5 million budget and 10 employees. She created the chamber's Small Business Center and the Pathways to Success Program. The center helps small business owners maintain and expand their businesses. Padron is a former president of the Southern California Association of Chamber Executives. She volunteers at Brother Benno's, Michaëlle House and other community projects.



Melanie Palm Dr. Palm is the founding director of Art of SkinMD, assistant clinical professor at UCSD, and staff physician at Scripps Encinitas Memorial Hospital. An internationally recognized expert, Dr. Palm has been featured on numerous television and radio news shows and has contributed to several magazines and newspaper articles on skin care, skin products, cosmetics and more at the University of Chicago Prizker School of Medicine. She serves multiple leadership roles locally and nationally for organizations such as the San Diego Dermatologic Surgery Society, Young Writers Competition and the American Academy of Dermatology Leadership Forum..



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SCIENCE UNDER THE BIG TOP

FLEET EXHIBIT TEACHES SCIENCE IN A FUN, INTERACTIVE WAY



Photos by Darryl Moran/The Franklin Institute

A hands-on circus is the next big exhibition at the Reuben H. Fleet Science Center.

“CIRCUS: Science Under the Big Top” is a family-friendly exhibition that features 20 multi-station interactive exhibits that delve into everything from clown makeup to the art of contortion to animal communication.

Visitors can explore the science behind the spectacle while learning the tricks of the sword swallower, uncovering the illusion of the flea circus and discovering the psychology of common circus sounds.

The exhibit opened on May 2 and continues through Sept. 7.

Every feature of the exhibit is designed to teach visitors about science in a fun, interactive way. Visitors can test how their center of gravity works on the Balance Bar. The Feats of Strength exhibit shows how leverage, compression and tension are used

to do the seemingly impossible.

Experiment with The Human Cannonball to learn how the angle and thrust of an explosion can dictate where an object lands. Visitors can experience the science and math involved in juggling and acrobatics, or just have fun clowning around.

The exhibition has something for everybody. Youngsters will enjoy pretending that they’ve joined the circus at the Circus Costume Station, where they can dress up like a ringmaster, a lion or a bear. Older kids will revel in the “daredevil” elements of the exhibition, such as Elastic Acrobatics and The High Wire.

The Elastic Acrobatics exhibit will give visitors the chance to practice their best mid-air tricks from the safety of a harness. For the High Wire, adventurous visitors 46 inches or taller will strap into a harness six feet above the ground and test their balance by walking across the nine-foot long



wire. Best of all, the opportunity for visitors to test out their high-flying circus skills is included in the cost of admission.

“We’re very excited to feature CIRCUS: Science Under the Big Top because it shows that science is everywhere you look,” said Steve Snyder, CEO of the Fleet Science Center. “Scientific concepts have been incorporated into performance and entertainment for centuries. An exhibition such as ‘CIRCUS’ gives a context for understanding science outside of the typical realms of classrooms and labs.”

The Fleet is also adding a Sideshow Science performance to the current “Don’t Try This at Home” live science show. Beginning May 2, the Fleet’s team of science demonstrators will delve into the science behind many popular circus feats. Sideshow Science will be in addition to the current rotation of “Don’t Try This at Home” shows: “Too Loud, Too Messy and Too Shocking.”

“CIRCUS: Science Under the Big Top” was developed by the Ontario Science Centre in Toronto, Ontario, Canada.





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A Mission-style bungalow court.

Return of Bungalow Courts?

City of San Diego Opens Up Small Lot Divisions **By Andrew Keatts | Voice of San Diego**

Neighborhoods wary of new apartments or condos on land zoned for them might be getting some relief.

The city of San Diego is rolling out a change that could provide new homes in old neighborhoods without so much controversy.

The city's "small lot ordinance" was modeled after a similar change in Los Angeles.

The idea, city planners and local developers say, is to remove hurdle in development regulations that made it effectively impossible to build a handful of separate homes on a single small property. It could be one piece of the puzzle to provide housing for an increasing population but less controversial than major density fights have caused.

Some neighborhoods filled with single-family homes, like North Park, had their zoning changed to make way for apartments or condos. But those have never been built.

Instead of building big projects, though, those owners will now be able to divide their property into individual lots to be separate,

standalone homes. This was possible before, but much more difficult. An owner would need special permission for each one of those new lots.

"It's a way to provide density that's less offensive to people," said Richard Green, director of University of Southern California's real estate school.

It's meant to help the city increase density and add more homes without necessarily feeling like its increasing density and adding more homes.

And while it won't solve the city's crisis with housing affordability, it could provide relief

"Housing is expensive in L.A. and San Diego in part because land is expensive," said Richard Green, director of University of Southern California's real estate school. "To the extent that you can build more on less land for people to live in, you've reduced part of the cost of delivering space to people."

It could also mean the return of a quintessentially San Diego type of housing: bungalow

court. You've seen them in the beach communities and around Balboa Park, mostly 1920s-era groups of six or ten small cottages set around a communal courtyard.

In Los Angeles, it's produced an influx of pseudo-row homes. They look like row homes but technically have small spaces between them rather than shared walls.

Dan Normandin, a senior planner with the city, said the policy change will lower the cost of housing for the people who buy the homes, since they won't have to pay home owners association (HOA) fees, as they would if the property had been built into condos.

It could even provide for new housing without causing fights between developers and neighborhoods.

Stephen Haase, a member of the planning commission and veteran developer, said it'll make it easier to build housing that's in between a suburban style single-family home, and relatively large mid-rise apartment buildings that rile up neighbors.

"There are some people who don't like anything, and nothing's going to satisfy them," Haase said. "But where there are legitimate concerns about density that doesn't fit into the bulk and scale of a neighborhood, this is designed to address that and fit in."

Projects still need to go before local planning groups before they're approved.

L.A.'s small lot ordinance has been accused of contributing to gentrification. Property owners could suddenly replace homes that were cheap because they were old and run down, with new homes that were more expensive because they were new.

Haase acknowledged this is to some degree unavoidable.

"There is some housing that should be re-

placed. Homes with code or safety compliance problems that people are forced to live in, do you keep it just because it's cheap? I say no," he said.

For instance, he said to think of a 10,000 square foot lot that might be home to a single 6,000 square foot home. Now, it might instead be built into six, 1,200 square foot homes.

Not only are there more homes for people to live in, but they have a ceiling on how expensive they can get because of their size.

Andrew Malick, a developer who specializes in small-scale projects in older neighborhoods like North Park, said this won't open the floodgates for new development.

He said it will be attractive to people who

own small properties but don't have the track record or finances required to build it into a new condo building.

"This will open things up for an entrepreneurial homeowner that redevelops his home into four or five new homes and sells it off," he said.

The new regulation should go into effect in most of the city around the first of June. It'll hit the coastal communities a few months after that, after it gets Coastal Commission approval.

(This article originally appeared in Voice of San Diego, a media partner)



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'Vaping' Takes Hold in the Workplace and School

Need for regulation is clear **By David B. Monks and Patrick T. Byrne**

The terms “e-cigarette” and “vaping” have become increasingly common in our society, never more so than in our schools and workplaces. For example, the number of middle and high school students using electronic cigarettes tripled between 2013 and 2014. Despite such alarming growth, many are not even familiar with these phenomena. The use of e-cigarettes is anything but a temporary fad, and can no longer be ignored by our workplaces and schools.

E-Cigarettes/Vape Pens: What exactly is an e-cigarette? It is a device that looks like a cigarette, except that instead of containing tobacco (and other various chemicals) that are lit to produce smoke, an e-cigarette uses a battery to convert nicotine into an inhalable vapor. Perhaps more popular than e-cigarettes are “vape pens,” or “open air vaporizers.” These devices perform virtually the same function, but do not look like ordinary cigarettes. The term “e-cigarettes” typically includes all of these devices.

Health Issues: The health impact of e-cigarette use (“vaping”) is anything but settled. Advocates point out that e-cigarettes do not contain tobacco, tar, or any of the other numerous carcinogens found in traditional cigarettes. Opponents are quick to counter that e-cigarettes still contain addictive nicotine, and that the long-term health effects of e-cigarette vapor are still unknown.

E-Cigarette Use in the Workplace: To the surprise of many, California has yet to establish clear regulations concerning the use of e-cigarettes, but such regulation may be coming soon. In January 2015, State Sen. Mark Leno introduced a bill that would add e-cigarettes to the state’s Smoke-Free Workplace Law, which would prohibit vaping everywhere that smoking traditional cigars and cigarettes is currently prohibited. Until then, e-cigarette use in



the workplace is somewhat fair game.

Some may immediately think, “Why would anyone permit vaping in the workplace?” Proponents of e-cigarette use in the workplace focus on two main benefits: (1) assisting those hoping to quit traditional smoking and (2) productivity. Because e-cigarettes contain nicotine but lack other carcinogenic ingredients such as tar, e-cigarette use is being promoted as an effective step in smoking cessation. Realizing this potential benefit, some business owners have permitted employees to vape in the workplace as a means of helping those employees in their quest to quit smoking, with some anecdotal evidence indicating noticeable success. From a purely financial point of view, some have noted that permitting vaping in the workplace can lead to increased productivity as a result of eliminating the need for frequent smoke breaks.

On the other hand, allowing vaping in the workplace can certainly appear to be inconsistent with general policies promoting wellness and discouraging smoking.

E-Cigarette Use in Schools: Not only has vaping among teenagers tripled in recent years despite a ban on the sale to minors, teens’ use of e-cigarettes has eclipsed the use of all other tobacco products. Some have blamed this growth on what is being labeled as direct marketing to kids. Specifically, opponents take issue with the use of flavorings, such as bubble gum and chocolate, in e-cigarettes, a feature that is argued to be a tactic directly designed to attract

teen users.

With the growth of vaping among students, the need for regulation is clear. However, despite an Education Code mandate prohibiting the smoking or use of any product containing tobacco or nicotine, many school districts have failed to keep up with the times, often lacking policies that specifically address the use of e-cigarettes and vape pens. As a result, some teachers and administrators lack both knowledge about vaping and an effective strategy for dealing with it in schools. It is important for school districts to ensure that their policies specifically prohibit the use of all nicotine products, including e-cigarettes.

Conclusion: The rapid growth of vaping has outpaced expected regulation. Regardless of how employers choose to treat e-cigarettes for the time being, and while school districts work to revise policies to address their use on school property, it is important to realize that these products are a growing trend that must be addressed, sooner rather than later.



David B. Monks, a partner, and Patrick T. Byrne, an associate, are with the San Diego office of Fisher & Phillips LLP, a national law firm.

GROWTH SPURTS

WHAT DO YOU DO WHEN YOUR COMPANY RUNS OUT OF SPACE?

By Scot Ginsburg Are you suffering from growing pains? That seems to be the ongoing buzz these days. Companies are raising money, increasing revenues, and hiring additional people. This presents the million-dollar question: How much space should a growing company lease?

As a rule of thumb, office tenants generally budget 250 square feet per person and biotech companies budget 250-300 square feet per person. In large part this is dictated by parking availability. However, you may not know how many additional people you need to budget for over the life of your lease.

In a perfect world a company would be able to bite off small chunks of space piece by piece as they grow. Unfortunately, it rarely works out that way. Tenants in the middle of their lease term who find themselves out of space are sometimes against a rock and a hard place. Provided the current landlord has space available in the building, however, it's an easy fix.

Businesses in need of expansion space to satisfy their growth spurts should contemplate the following tactics and strategies to help alleviate the burden: **Continued on pg. 24**



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1. Use a Short-Term Band-Aid: Bite off small chunks of space in the building or project you are located in (pending availability) if you have two to three years left on your lease, or are looking to rent office space nearby. While this may not be the perfect solution due to inefficiencies, this short-term fix may be the best way to go if you can't reach an agreement with your current landlord to occupy additional space for the duration of the main lease. This is especially true when your company's lease is nearing the last 12-24 months of expiration, or if costs and monetary obligations are of particular concern.

2. Avoid Non-Coterminous Leases: Landlords love nothing more than to rent additional space to their tenants. Most landlords will view a tenant with a long-term lease in place as a captive audience with little negotiating leverage. Because of this, it is likely the landlord may not want to line up the expiration dates, but it is crucial that you make sure the expansion space expires the same day as your existing lease. Otherwise it will be a cumbersome venture when a relocation or renewal occurs, since dealing with two different lease expirations hinders a tenant's "free agency" and ability to develop future negotiating leverage.

3. Evaluate Alternative Options: If a landlord can accommodate its tenant's space need in the building, it's almost guaranteed that any future expansion space will be at a higher price due to the captive

audience syndrome. Comparing alternative market options that can house a company's temporary space constraint is a must. If economics are your top priority, considering leasing space nearby from a different landlord is almost a sure bet to obtain greater concessions from your current landlord in the expansion negotiations.

4. Consider Subleasing - But Be Careful: I've seen this hundreds of times. A company is convinced its space can be sublet in no time and is encouraged to lease larger space elsewhere. The space is placed on the market for sublease and a new lease is executed. Shortly thereafter, they realize their space will sit on the market for six to nine months or longer without any income. Not to mention other disposition costs such as a discounted rental rate, legal fees, brokerage fees, and tenant improvement costs. Unless economics are low on the priority list, take the time to perform a conservative disposition analysis to sublease your current space.

5. Understand Your Expansion Rights: "We negotiated an expansion right when we moved in and now that we need the space our right is void." Sound familiar? Most landlords hate giving expansion rights, so if you were savvy enough to obtain an expansion right it was most likely a "Right of First Offer." These rights burn off quickly. Next time negotiate a "Right of First Refusal," which is more likely to be valid for a longer period of time throughout the lease term. This expansion right is often difficult to obtain in a landlord's market like the one we're in, but if you are large enough and have enough leverage when going into a new building, make sure you fight hard for the refusal right.

6. Reconfigure Your Space: Depending on the existing furniture layout, reconfiguring workstations and doubling up people in private offices may be a cheaper and easier way to solve space needs. Compare this to your other alternatives and often times you will find it is less expensive than renting new space.

7. Get Serious About Space Programing: Extract pieces from the business plan that correlate to headcount for the first, second, third, fourth, and fifth years. If five years is too long, then use three years. Figure out specialty areas, departments of growth, and use type. Use general rules of thumb, as mentioned above, to hone in on the number of square feet per person to account for total space needs each year. Far too many companies ballpark their space needs and find themselves with too much or too little space in the early stage of their lease.

While there is no perfect solution when a business runs out of space, the strategies above can help alleviate some of the heartburn when dealing with this issue. And if you're still struggling, take heart: It's better to be in the position of needing more space than carrying excess real estate, which eats into your bottom line. Either way, make sure you have a tenant rep broker who you trust to help evaluate your options and make the best decision for your company.



Scot Ginsburg is a senior vice president of Hughes Marino, a commercial real estate company specializing in tenant representation and building purchases.

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C STREET PANORAMA



A 1927 House Lovingly Restored by Rudd and Sally Schoeffel

By Thomas Shess

Those who have purchased tickets to this year's Old House Fair historic home tour on June 20 have a double bonus in store when they enter the C Street home designed by San Diego icon architect Richard Requa. The bonus being the opportunity to also wander amid the idyllic landscape, which was originally designed by Milton Sessions, the prominent landscaper of the early 20th century (Kate Sessions' nephew).

Built in 1927 from Requa blueprints that came with the Tuscan-style, three-level home, Rudd and Sally Schoeffel purchased the in-desperate-need-of-maintenance home in February 1998. They have been restoring it ever since. The couple (both very active as owners of South Park's Rancho Buena Vista Real Estate), focused first on renewing the

home then recently began paying attention to the expansive grounds.

During the current restoration, the Schoeffel's met Parker Jackson, a noted locally-based historian, who specializes in the career of Richard Requa. "Our meeting with Parker was by chance," said Rudd. "When he learned we lived in a Requa-designed home he told us he had not visited it before. Of course, we invited him and he accepted."

Later, after several visits, Jackson, who at the time was lecturing at an architecture class at San Diego State University, brought the entire class and professor to visit Requa's C Street project. Rudd reports that Jackson told the class that their home was an example of Requa's best work.

The C Street address is not the first home

the Schoeffel's have bought and restored to historical standards. Their taste in restoration projects over the years has focused on Mediterranean-style, mainly Tuscan and Spanish Revival; plus an adobe pueblo and toss in a coupe of California ranch-style projects.

But, they don't just pick any home in need of TLC. They appreciate the work of San Diego's fabled architects, having restored three homes by Cliff May, one by Lillian Rice and the current one by Requa.

But perhaps, the redux closest to their heart is the one without a pedigree architect. It's an ancient land grant adobe hacienda (built in 1845) that they restored in Vista, where they raised their children. That renewal effort earned them a cover story in the Los Angeles Times Home magazine in 1984.

RESTORATIONS

They eventually sold the hacienda, the Rancho Buena Vista adobe, to the city of Vista, which in turn made it an historic pre-statehood era museum.

Old House Fair historic home tour docents were interested in showing Requa's C Street home because it was simply "a magnificent Requa," said Christine Winter, Old House Fair Historic Tour committee member. Another reason— it was the first he designed after the architect's 1926 tour of Mediterranean countries. The Euro tour, sponsored by the Monolith Portland Cement Company, profoundly impacted Requa's architectural style, making it more simple than ornate, and his newly acquired vision launched him on his rise to prominence among San Diego architects, especially in the Italian and Spanish Revival genres.

Schoeffel Restoration Projects:

Rudd and Sally Schoeffel first began restoring historic properties in 1969 when they bought their first home, a Cliff May in La Jolla. They later restored a second Cliff May, and Lillian Rice, both in La Jolla. In Point Loma they purchased a third Cliff May. "During our Cliff May period we became friends with Cliff as we invited him over to give us pointers on restoring the homes he designed. We also traveled to his home in the Los Angeles area," said Sally.

In 1973, the couple acquired Rancho Buena Vista, an adobe hacienda in Vista that was granted to its first owner in 1845 by Pio Pico, then the governor of Alta California. At that time it was one of the last old land grant ranchos still in private ownership.

Seventeen years later, the Schoeffel's sold the restored rancho to the city of Vista, which turned it into a museum.

"Tourgoers will learn many of the pathways and much of the east side of the gardens remain similar as when Milton Sessions installed them," said Rudd. "The California pepper tree in the garden and the stately Canary Island palm are original."

Adds, Christine Winter, "The sweeping patio overlooking a fruit orchard impressed us as well as the panorama of the hills toward East County."

Upon his return to San Diego, Requa designed in 1927 the C Street property for Leslie B. Mills, a civic-minded merchant who served as president of San Diego's Advertising Club, Downtown Rotary Club and the Chamber of Commerce. Mills was president of Lemon Grove-based Southwest Onyx and Marble Company, which included a marble quarry in Baja California. Mills' firm shipped marble worldwide and is on record as a supplier to the Vatican.

Located at C and 32nd Streets, the 3,000 square-foot, three-bedroom home was built on three lots on the eastern edge of Golden Hill, overlooking, to the east, the Chollas Canyon area.

The landscaping, which cover nearly half an acre, was designed by Milton Sessions, also in 1927. His esteemed aunt was the legendary Kate Sessions, whose horticultural efforts earned her the title as Mother of Balboa Park.

"Tourgoers will learn many



Rudd and Sally Schoeffel in their C Street home that they have been restoring since they purchased it in February 1998.





Also, Requa designed and had built a splendid fountain in the northeast corner of the main patio. Fountain tiles were made by Pasadena's world-

class, handcrafted tile maker Earnest Batchelder (1875-1957) and recently painstakingly restored by the Schoeffel's after children of previous owners had used it for target practice.

The home has three balconies and a rear galleria off the main patio that is accented with a beautiful climbing vine.

Thanks to Sally and Rudd the home is no longer an eyesore — indoors or outdoors. Tour guests will have run of the home's main level and gardens with upstairs and the double basement being off limits.

Surrounding the original front door is a marble trim from the owner's quarry. Marble was added to the kitchen counters and around the living room fireplace. "The marble features are key features of the home," said Old House Fair's Winter.

A writer's study to the left of the foyer is a vision in Arts & Crafts-era wood crafting — all in Douglas Fir. Tile leading down to the living room is original, however, the steps leading to the upper floor is magnesite, a slabbed Portland Cement product that was faux finished to make it appear as tiled steps.

The oak floors with a patterned edge throughout were saved over the years by being protected by wall-to-wall carpeting. Now beautifully restored, the flooring offers a historic and stylish counterpoint to the plaster lath and plaster interior walls.

The kitchen has not been extensively modernized outside of the modern appliances. The counter, sink and faucet are original to Requa's design. And, to the surprise of a latter-day plumber, all the plumbing is made of brass throughout, a rarity today.

Windows, which are either casement or double-hung, were all created onsite, as were all the doors and cabinets, and, now restored, work as nicely as they did in 1927.

The other fireplace is upstairs in the master bedroom, both work beautifully, providing comfortable warmth during the one- or two-day long San Diego winter.

Homeowners are lucky to have the original set of Requa & Jackson, Architects blueprints for the house as well as a copy of the ar-

chitect's "specification manual" for the tradesmen constructing the home.

The following is an example of the work order for lumber: "Redwood is to be used on all woodwork on concrete. All other construction timber to be merchantable Oregon pine that is (Douglas fir) sound, straight, free from large or loose knots or other defects impairing its strength or durability.

The couple is expert in restoring rare architectural residences. "There are no shortcuts," said Sally. "Just hard work and large amounts of patience and, yes, money."

But it's all worth it. She loves counseling new homeowners wishing to purchase and restore architectural jewels. Her popular 40-plus year-old firm is now located in South Park and, in addition, Sally has recently affiliated with Pacific Sotheby's as a broker associate, which gives her the ability to offer an international presence and exclusive marketing to her clients.

Now, for the million-dollar question: Is the Schoeffel's Old House Fair tour home in South Park or Golden Hill?

Blueprints point out the residence and garage is built on Lots 109, 110, and 111 in the "Treasure Hill Addition" in San Diego, the northwest corner of 32nd and C Street.

Sally Schoeffel notes all original documentation for the home that is in her possession indicates their home is in Golden Hill. However, Richard Requa in an article he penned for the San Diego Union in 1927 reported he was building "a dwelling...reminiscent of Old Italy for Leslie B. Mills in South Park, overlooking the Chollas Valley."

So there it is. The architect's blueprints report Golden Hill but his published article in the San Diego Union says South Park. He was no help at all to resolve the ongoing debate.

"That's just something we have to live with," smiled the Schoeffel's, who hope to remain in their C Street home for a long time.

(Tom Shess is a five-time first place winner of San Diego Press Club's Excellence in Journalism Award for Architecture and Design. As editor and founder of North Park News, Shess was also on the founding committee of the inaugural Old House Fair.)

Old House Fair Home Tour 2015:

The Schoeffel's C Street home is one of five homes on the 2015 Old House Fair tour, which will be held Saturday, June 20, 10 a.m. to 4 p.m. at 30th and Beech Streets in San Diego's historic South Park neighborhood.

While admission to the festival exhibits and entertainment is free, Tickets are needed for the Historic Home Tour and the Centennial Trolley Tours.

Price per person: \$25 includes ticket for admission to five historic homes and option to ride the home tour shuttle bus for your convenience. Old House Fair docents will guide you through each of the homes. A free program booklet will be provided, which offers historical details and resource information on the tour homes.

NEW CAR REVIEW: 2015 VW Golf R

By Eric Peters

Subaru's WRX STI is the fastest and most furious turbo all-wheel-drive thing going... right? Wrong. At least, not anymore.

The new king is VW's Golf R — the "R" for returned after a two-year hibernation. Well, not really. The R is just VW-speak for really, really, really quick. Those two years in the garage? Time well spent.

How's zero to 60 in the high fours grab you?

This leaves the Soobie (which is solidly in the fives) sucking the VW's jetwash.

The handling is phenomenal, too. This is a car that will test your limits and nerves as a driver far more than most drivers will have the nerve or the skills to test its limits.

Even better, you'll be able to make the attempt, and probably get away with it. Because unlike a WRX STI, which has that fast and furious rep as well as the bodywork to go with it (both guaranteed to draw cops like drunks to dive bars ... and incline them toward mercilessness for the slightest speed infraction) the Golf R looks more or less like, well... a Golf.

And Golfs are responsible citizens, yes?

The one downside is the price, which is steep. But then, a WRX STI isn't cheap, either. And if you look at it from another angle, the new Golf R is actually a bargain compared with, say, a Mercedes GLA AMG45, which is a similar package and a similar performer (virtual dead heat) but orders of magnitude more expensive.

What It Is

The Golf R is kind of like Bane, the super villain who broke Batman's back (in the comics). Only the R breaks the back of four-wheeled (and all-wheel-drive) rivals like the WRX STI. It is without peer, performance-wise, among cars of this type and in this class. Base price is \$36,595-\$39,090 for a top-of-the-line model with Dynamic Chassis Control (driver-adjustable suspension) and

navigation. A Subaru WRX STI starts at \$35,290, with a top-of-the-line Limited listing for \$39,290.

Given the R's pushing \$40k price, potential buyers might also want to cross-shop it against the Mercedes-Benz GLA 45 AMG, which starts at \$48,300. While the Benz is also a berserker of the first order, and has the prestige, brand cachet, it's also about \$14k more to start. Which makes the R look like a deal. Because it is.

What's New

After two years off the market, Golf R returns with a vengeance. The '15 R is two full seconds quicker to 60 than the previous (2013) Golf R. And more fuel efficient, too. In addition to the up-rated engine and hair-whitening acceleration, the R also gets a cornucopia of complementary suspension, brake and steering enhancements as well as R-specific options, such as the available driver-adjustable Dynamic Chassis Control, which includes a very fast and furious Race setting.

What's Good

Nearly 300 hp out of a little 2.0 four ... you do the power-per-liter math. 30 on the highway, too. As quick as a Benz GLA45 AMG; costs almost one base-trim Golf less to buy. DSG automated manual, or six-speed manual. Tall-roofed Golf goodness provides class-best interior/cargo-carrying room.

What's Not So Good

Just the one (five-door hatchback) body for now. Lesser GTI is available in both three-door hatch and five-door hatchback versions. VWs have a weird, VW-specific cable for hooking up iPods and other devices that can be slightly awkward to deal with.

Under The Hood

A lot, apparently, can be done with very little. VW (like Mercedes and the GLA) begins with a 2.0 liter four. It's not a whole lot of engine, is it? Or, in engineering terms, there's not a lot of cylinder volume to work with. An engine makes power by burning a mix of air and gas, the resultant power determined to a great extent by how much of that mix can be gotten into the cylinders. Hence the old saying, there's no replacement for displacement. Except, there is. Or rather, there is an alternative to it. Turbocharging.

By pressurizing the incoming air-fuel charge, one can cram more of it into each of the engine's cylinders, effectively increasing the engine's displacement by increasing the volume of air/fuel being consumed. The beauty if this is power... on demand. When not being force-fed, the engine goes back to being little. A big engine is always big, always gulping down large volumes of air/fuel. That's why they're gas pigs. The turbo VW isn't, if you can resist the temptation to call up the turbo by pushing hard on the acceleration.

Turbocharging makes it possible — politically possible — for car companies like VW to build cars this powerful because they can also be this efficient (in this case 23 city, 30 highway, superb for a car capable of making a 4.8-4.9 second 0-60 dash).

On The Road

The R, like the WRX STI and the Benz GLA 45 AMG, is an all-wheel-driver. This is necessary to cope with the tremendous output, which would otherwise be piped through the front wheels (because these cars, unlike V8 muscle cars, are all built on a FWD-based layout). Without AWD to spread the abuse, something would probably break, or you'd be jumping into the next lane via torque steer. The AWD system hooks it all up with fully-warranted reliability and lets you focus on



sussing out cops rather than fighting to steer the thing in a straight line. Which is a good thing, because it's a bullet, a high-velocity hol-low point that's within a few tenths of supercar quick.

It's nice that VW offers you the choice of shift-for-yourself (manual six-speed) or let it shift for you (Direct Shift — DSG — automated manual). Normally, I prefer the manual manual just because it's more hooliganish, even if the automated manual shifts better (faster, more perfectly) than I can. But here it's a tossup. The DSG is a superb transmission that not only slices off scalpel-sharp, perfectly timed shifts but will (if Race mode is selected) do it with neck-snapping, downshift rev-matching aggressiveness, too. And because things happen so fast, acceleration-wise, it's an asset to be free to focus on steering angles and apexes and leave the box to do its thing while you do yours. It's probably also the one you want for long-haul durability as the manual manual's clutch will likely lead a brutal and therefore short life with you popping it in and out.

A very cool R feature is the quad exhaust (unique to the R; not available with mere GTIs) that "talks back" when you put pedal to the metal. There's a bypass valve in the system that opens the pipes, virtually eliminating backpressure. Accompanying each full-throttle upshift is a a pleasing politically incorrect mini-burst of internal combustion that brings to mind a Concorde on its take-off roll, the four Olympus turbojets glowing red on the reheaters (as the Brits call afterburners). The Benz GLA 45 has a similar feature, but it's optional and the car already costs - what was it? - about \$14k more to start.

At The Curb

It's just an expensive (though very quick) Golf... is the charge leveled at VW. And isn't the GLA45 AMG just a really expensive (and very quick) GLA? Isn't the WRX STi a hopped-up Impreza? I think being a Golf, a very quick Golf, is good from several points of view.

I've already mentioned the stealth aspect. Even if the STi were quicker (which it's not) getting away with using that quickness is much more challenging because it's a known offender. Like a paroled felon with face tats applying for a job. Even trying to drive normally is a challenge in that car because so many other drivers know what you're about and want to race. Or worse, mess with you. Block you in. Cut you off. Maybe key your paint job in the parking lot. Such hassles are constant when you drive a car like the STi. The Benz is more discrete but you pay for the privilege.

People love them because they are so well-packaged. That tall roof and boxy profile, for instance. It gives the car almost twice the cargo capacity (22.8 cubic) that the Subaru WRX STi's got (12 cubes) and significantly more than the Benz (17.2 cubic feet). With the second folded down, the Golf's total cargo capacity expands to 52.7 cubic feet.

Room for people is top-drawer, too.

Both the WRX STi and the GLA 45 AMG are really coupes at heart pretending to be otherwise. Their design/layout is very up-front biased. For example, the GLA has 41.9 inches of legroom for the driver and co-pilot but just 33.9 inches are tossed the backseaters' way. The VW distributes the real estate more evenly, and generously. Up front, 41.2 inches - and 35.6 (nearly two inches more than the Benz) in the second row.

The Subaru's similarly front-row biased. It has an overgenerous 43.3 inches of front seat legroom (more than most people less than six-foot-four-inches tall will probably ever actually use unless they're sleeping in the car... and the STi is not the car for that) and 35.1 inches in the second. Which is almost as good as the VW, except that you may have to tuck in because there's less headroom (an inch less, to be precise) and also you may have to have your passengers carry stuff on their laps because the Soobie's trunk is so tiny.

The R's cabin is similar to the standard Golf's (and GTI's) but upgraded in numerous subtle ways, including nicer trim bits and detail touches.

The Rest

There is no "eco" setting (or auto-stop/start) nonsense in the R, which would be out of place in a car like this. Your options are Normal and Race. Press the checkered flag icon and things get serious. The car gets immediately growly, literally, the exhaust note pitches up to let's-get-ready-to-rumble and so does the rest of the car. DSG-equipped R's rev-matched/throttle-blipping gear changes will make you feel like you're wearing Nomex.

The Bottom Line

Otherwise? Make mine blend-in silver or white, plug the V1 into the 12V power point and off I go. Without (probably) getting caught. The R isn't pricey. It's a deal. You just have to be smart enough to see it.

Eric Peters is the author of "Automotive Atrocities" and "Road Hogs" and a former editorial writer/columnist for The Washington Times

2015 VW Golf R Specifications:

Base price: \$\$36,595 as tested
(w/Dynamic Chassis Control) \$39,090
Engine: 2.0 liter turbocharged four, 292 hp
Transmission: Six speed manual
or six-speed DSG automated manual
Length: 1167.9 inches
Width: 70.8 inches
Wheelbase: 103.5 inches
Curb weight: 3,340 lbs.
Luggage capacity: 22.8 cubic feet
EPA fuel economy: 23 city/30 highway (2.0 w/FWD).
Where assembled: Puebla, Mexico



Fishing Village with Allure

Hooked on San Felipe

Story and Photos by Delle Willett

Since 2001 I've helped my husband build two "experimental" airplanes, and have flown co-pilot back and forth to the Midwest and up and down the West Coast many times. So the hour and 20-minute flight in SeaPort Airlines' single-engine, nine-passenger Cessna Caravan from San Diego to San Felipe was not the least bit scary to me. (And a lot faster than driving four and a half hours!)

In fact, flying as low as we did, I was fascinated looking down at the rugged landscape whose evolution I learned about while working at the San Diego Natural History Museum.

Here's a "CliffsNotes" version of the story: Baja California, Mexico, is called a peninsula but it's actually part of an island that begins south at Cabo San Lucas, Mexico, and ends north around Cape Mendocino, Calif.

About 2 million years ago, the Pacific Plate, on which the land we call Baja and California was sitting, started slipping away in a northwest direction from the North American Plate, on which what is now called Mexico was sitting. As the plates separated from each other, the San Andreas Fault and Sea of Cortez (aka the Gulf of California) were formed.

The plates are slowly slipping past one another at a couple of inches a year — about the same rate that our fingernails grow —

and eventually there will once again be an island on the Pacific Plate that includes everything from Cape Mendocino in the north to Cabo San Lucas in the south, and everywhere west of the San Andreas Fault: San Diego, Los Angeles and the Big Sur area. Leaving behind San Francisco, Sacramento and the Sierra Nevada on the North American Plate.

With the Treaty of Guadalupe Hidalgo in 1848, California, was created above the newly drawn border, and Baja California remained Mexico below ("baja" = lower).

Baja California extends 1,085 miles from the U.S./Mexico border to Cabo San Lucas. It ranges from 25 miles at its narrowest to 200 miles at its widest point and has approximately 1,900 miles of coastline and some 65 islands. The total area of the peninsula is 55,360 square miles.

Called "the last frontier," Baja California is primarily vast deserts, coastal plains and mountain ranges that parallel the coastline, and are made of volcanic rock, with an average altitude of 1,968 feet above sea level.

The landscape is a patchwork of lava flows and the hardened remains of pyroclastic flows — hot clouds of volcanic ash, dust, and rock fragments that race down the slopes of a volcano like an avalanche (think Pompeii).

The ecology is considered to be recently

evolved with a number of endemic species. The lower elevations are dominated by desert and arid-condition plants, including the world's largest species of cactus, the cardón cactus, which can reach heights of 69 feet. The higher elevations have forests of pine and holm oak with some deciduous forests.

Wildlife in the desert includes birds, reptiles and mammals such as rabbits and coyotes. Upper elevations with more vegetation can have wild rams, pumas, other wild cats, raccoons, deer, and foxes. Marine species include whales, seals, dolphins, manta rays and sea turtles.

There are approximately 3 million people living in Baja, California, with 75 percent in Tijuana and along the border, and fewer than 20,000 in San Felipe.

Knowing my fascination with the geology and geography of Baja California, you won't be surprised that the nature part of my visit in March to the fishing village of San Felipe was my favorite.

I stayed right on the beach at the colorful and charming San Felipe Marina Resort, just outside of town. Each of the 68 luxury suites have sweeping views of the beach and water. My room was just a few steps to the beach, which I walked on for hours to start all three of my mornings there.

This environmentally respectful resort is



Kayaks for San Felipe Resort guests.



Saguaro reaching for the sky.



Remarkable sunsets from my room.

family-owned since 1992 by the Armando Ramos Sr., family, and is part of a 444-acre master-planned community, “Baja Diamante,” which, when completed, will include a hotel, villas, condominiums, and golf-course homes on a championship golf course. There will also be a retail complex, and a 300+ slip yacht marina.

The current resort amenities include indoor and outdoor pools, a private beach, a beachside palapa bar, tennis courts, spa services and a 14-slip marina.

Here at the top of the Sea of Cortez, the tides swing as high as 25 feet, causing the sea to recede as much as a half mile at times. The beach goes on forever, with its endless sand paintings. And I had it all to myself with the exception of an occasional free-range dog who thought he had died and gone to beach heaven.

After my morning meditation on the beach I had breakfast in its gourmet restaurant, enjoying delicious coffee and beautifully presented, healthy gifts from the land. Others had harder meals that included gifts from the sea.

Another natural treat was a visit to the Valle de los Gigantes, a scenic 30-minute drive from the resort — where I went camera crazy capturing images of centuries-old “walking stick chollas.” These giants can grow to be 55 to 62 feet tall, taking their own sweet time.

While shopping is not my favorite pastime, I did enjoy walking through the shops in town to pick up some souvenirs and take-home gifts. I especially liked that the vendors didn’t lasso me and drag me into their stores.

Meals are tastier to me if I don’t have to make them and so I had some great meals in San Felipe, trying all types of seafood that I’ve never had before —like stingray!

What I would like to do the next time I visit and have more time: Hike to the Agua Caliente Canyon to see the rock paintings. Fish, kayak, investigate the lava caves, fly in an ultralight, sail, and soak in the hot springs, snorkel, and swim. And I MAY fly across the dunes in an open buggy or a mountain bike in the nearby hills, but only if we stay on the trails and don’t disturb the plants and animals that live there.

Something else to tempt me back is San Felipe’s frequent festival schedule to celebrate most people’s favorite hobbies: drinking and eating — ceviche, shrimp, paella, tamales and tequila.

Another lure is that San Felipe has U.S.-trained dentists, doctors, veterinarians, ophthalmologists, chiropractors and pharmacies and

a 3-hour drive to hospitals—all at much lower prices than in the U.S. I could sure save a lot on maintenance of this pre-Boomer body.

Knowing that the entire San Felipe area has been master-planned with the goal of not overbuilding the area and keeping a small resort-town image, I would even consider retiring there. It’s become a lot easier for Americans to own property there, and there’s some attractive options offered at Ramos’ Baja Diamante and the El Dorado Ranch, built by environmentally vigilant J. Patrick Butler in 1994. He’s even found a salt-tolerant grass to use on his golf courses to avoid depleting the area’s water supply.

But I think I’d rather just roll in with my vintage mini-Winne and park it right at the edge of the high-tide line along San Felipe’s 100 miles of unspoiled beaches, and watch the spectacular sunrises and sets, sipping margaritas made from local tequila, glass rimmed with authentic San Felipe salt. Yummy.

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