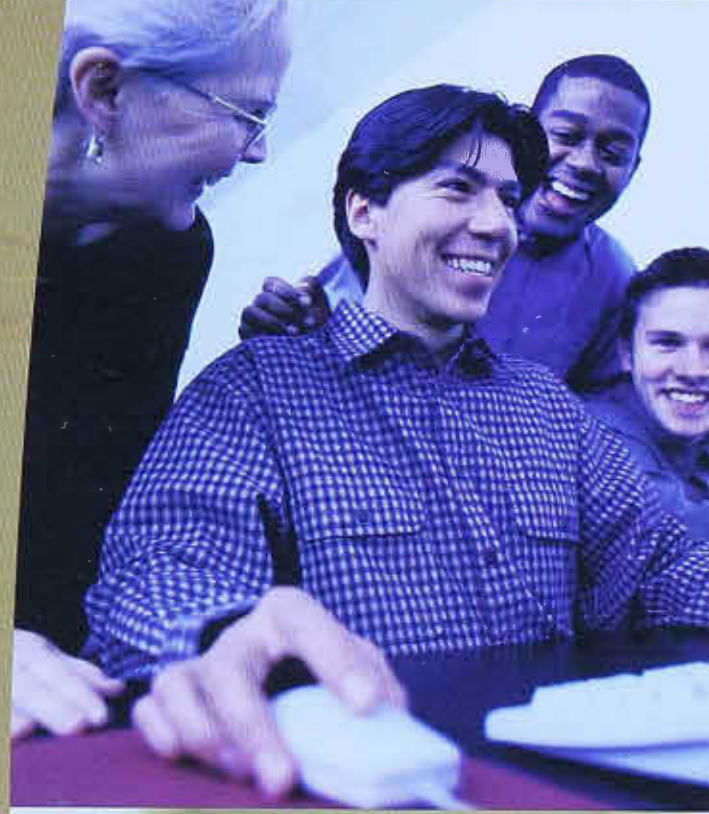
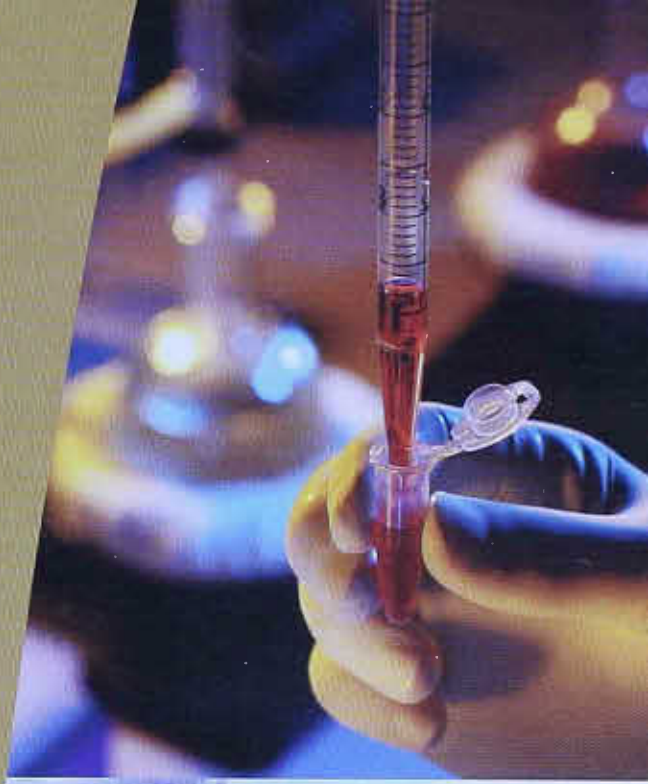


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sAN DIEGO REGIONAL ECONOMIC  
DEVELOPMENT CORPORATION  
INVESTOR DIRECTORY 2002





# AS YOU LOOK TOWARD THE FUTURE . . .

Planning for the future takes more than clear vision, it takes innovation, ingenuity and a little help from your friends. University of San Diego President Alice B. Hayes embraces this philosophy. Her leadership in developing new kinds of business partnerships has expanded educational programs, increased student benefits and secured a bright future for the 50-year-old university.

Luce Forward is USD's trusted counsel for traditional legal issues: labor, compensation, pensions, trusts, tax, real estate, financing and general business. In addition, when negotiating its innovative business alliances, USD looks to Luce Forward as a partner and adviser.

Whatever the future holds — if you're breaking out of an ivory tower, or breaking into a new business venture — "partnering" with Luce Forward will turn your vision into reality.

. . . **WE'LL PARTNER WITH  
YOU TO MAKE YOUR  
DREAMS REALITY.**



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University of San Diego

**A L I C E   B .   H A Y E S ,   P h . D**  
President - University of San Diego

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CARMEL VALLEY / DEL MAR

LOS ANGELES

NEW YORK

SAN DIEGO

SAN FRANCISCO

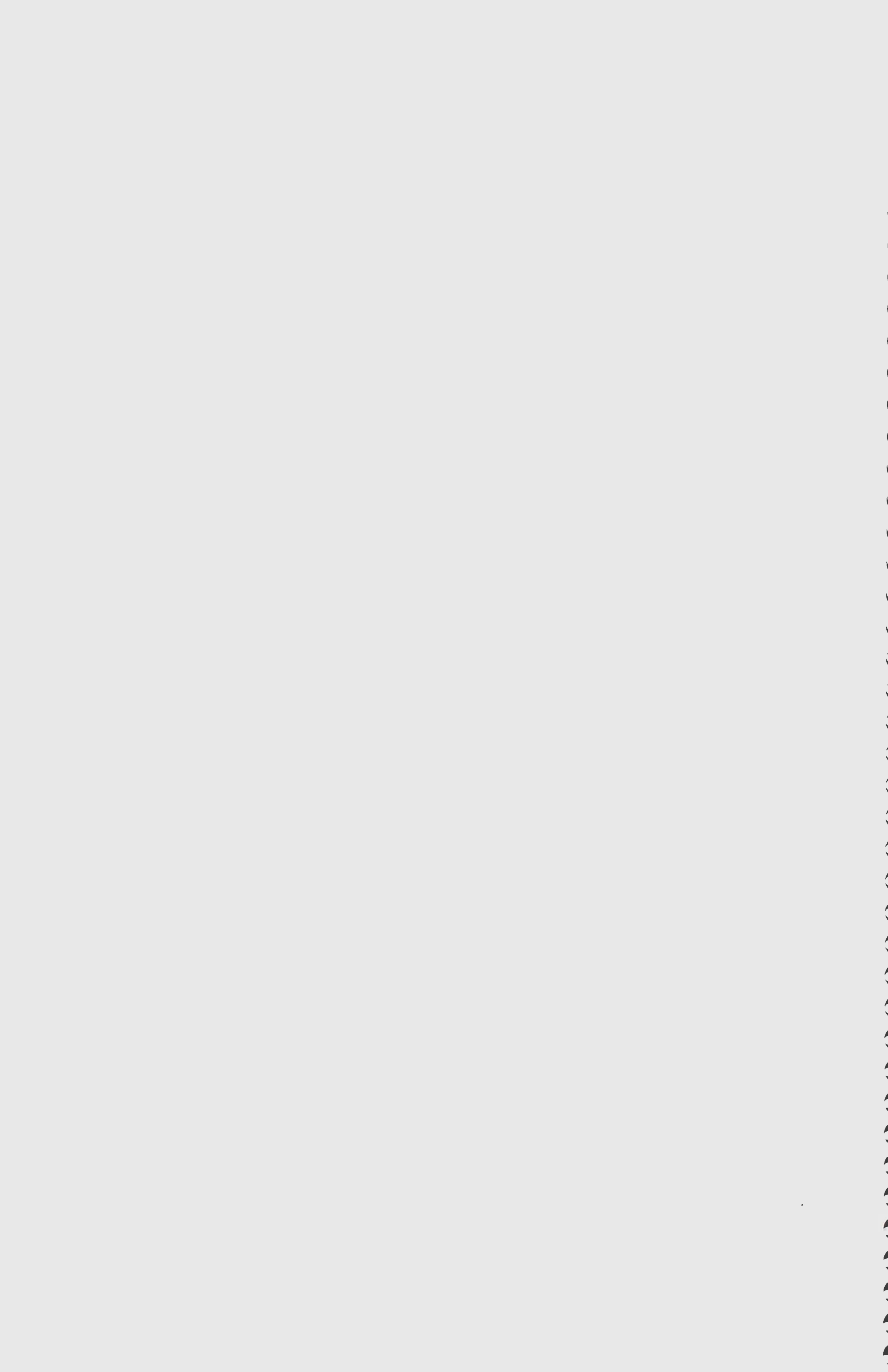
WEST LOS ANGELES



san diego  
REGIONAL ECONOMIC DEVELOPMENT  
corporation

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## EDC'S ROLE IN THE REGION

A major strength of the San Diego Regional Economic Development Corporation is our ability to bring together the voices of the technology industries fueling our region's economic prosperity. These industries are represented by fast-moving, knowledge-based companies that share common characteristics: they reach global markets; have high growth potential; and provide employment at many different skill levels - with average annual wages up to 60 percent higher than the current regional average. Growth in these industries creates increased demand for other goods and services, resulting in economic growth in all sectors.

EDC offers its services through an active outreach program. EDC meets directly with technology companies to discuss issues affecting their ability to grow in San Diego, and to support their needs with appropriate resources. EDC has collaborated with the cities throughout the County in facilitating the entrée and/or expansion of a broad variety of companies from the following industry clusters: biotechnology; software; communications; defense & space; and information technology. During FY01, EDC assisted nine high-wage technology companies in making investments of people and resources in the region. Given a reasonable three year "gear up and build out" period, we would expect these companies, at full capacity, to have a total economic impact of \$1 billion -- contributing 13,718 total jobs, \$600 million in total payroll, and \$50 million in total business taxes by the year 2004. (Total jobs = direct, indirect and induced as calculated by *SourcePoint, 2001*, courtesy of SANDAG.)

EDC has been especially successful in partnering with economic development agencies to cut through the kind of bureaucratic red tape that doesn't produce headlines, but can define a region as less than business friendly. As the only regional economic development organization, EDC is able to support collaborations with economic development partners on important projects that extend beyond municipal boundaries.

For many years, EDC has supported a regional image enhancement program. San Diego is competing with regions throughout the world for technology companies and professionals. Marketing and promoting our region's image as a technology center of excellence and innovation, with an exceptional lifestyle, encourages companies to make new investments in our region and attracts a skilled workforce.

While EDC's core mission continues to include individualized consultation with technology companies and regional marketing efforts to ensure San Diego continues to capture quality growth, investment and redevelopment opportunities – we are also addressing competitiveness and quality of life issues that affect the ability of companies to grow in San Diego. Through staff expertise, and committees comprised of business leaders from a broad variety of industries, local universities and trade associations, EDC adds its voice to tackling difficult issues, and lends its support to meeting regional challenges. EDC is directly engaged in improving regional transportation infrastructure, air passenger and cargo needs, housing affordability and education/workforce issues.

EDC also conducts and makes available regional studies and research. This includes our work related to inventorying employment lands, documenting where the workforce lives and studying commute patterns to improve economic development strategies. EDC is proud to be your continued partner in quality economic development and in ensuring that the region's quality of life improves for all residents.

*EDC's 250 private sector investors are our largest stakeholders, representing strong community-minded businesses within our region. For leadership and financial support, we encourage you to form relationships and business partnerships with the companies listed within this cross-referenced directory.*

# BOARD OF DIRECTORS

## OFFICERS

### Chairman

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*Leap*

### Vice Chairman

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*Cox Communications San Diego*

### Second Vice Chairman

Henry Nordhoff  
*Gen-Probe Incorporated*

### Secretary

Debra Reed  
*San Diego Gas & Electric*

### Treasurer

Thomas V. Wornham  
*Wells Fargo Bank*

### Chairman Emeritus

Duane Roth  
*Alliance Pharmaceutical Corp.*

### President & CEO

Julie Meier Wright  
*San Diego Regional Economic  
Development Corporation*

## DIRECTORS

Gene Bell  
*The San Diego Union-Tribune*

Linden Blue  
*General Atomics*

James Boyce  
*Rancho Santa Fe National Bank*

Robert Buell  
*Luce, Forward, Hamilton &  
Scripps LLP*

Malin Burnham  
*John Burnham & Company*

Gordon Carrier  
*Carrier Johnson*

Grace Evans Cherashore  
*Evans Hotel*

Fred Cutler  
*UCSD CONNECT*

Luz Maria Davila  
*Cities of Tijuana & Tecate, Baja  
California*

Robert Dynes  
*University of California  
San Diego*

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Pete Garcia  
*University Mechanical &  
Engineering Contractors*

Alexander Gonzalez  
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David Hale  
*CancerVax Corporation*

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Victoria Hobbs  
*Corporate Developers of America*

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*Callaway Golf Company*

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Karen Hutchens  
*NCG Porter Novelli*

Don Ings  
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Motoharu Iue  
*Sanyo Electric Co., Ltd.*

Harold "Gil" Johnson  
*Procurement Concepts, Inc.*

John Jolliffe  
*Casas International Brokerage*

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Herbert Klein  
*Copley Newspapers*

Jessie Knight, Jr.  
*SD Regional Chamber of  
Commerce*

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*Predicate Logic Software Systems*

Kevin Leap  
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Susan Lew  
*S. Lew & Associates, Inc.*

Robert Lichter  
*LICHTER VENTURE GROUP*

Joseph Markee  
*Packet Machine Inc.*

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*McCune Chrysler/Jeep*

Tina Nova  
*Genoptix, Inc.*

J. Terence O'Malley  
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*San Diego Business Journal*

Thomas Page  
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J. Anthony Patterson  
*Mindport*

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*The Titan Corporation*

Jack Raymond  
*The Greystone Group, L.P.*

Trindl Reeves  
*Marsh USA*

Reint Reinders  
*Convention & Visitors Bureau*

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*Applied Micro Curcuits  
Corporation*

William Roper, Jr.  
*Science Applications International  
Corporation*

Bill Stensrud  
*Enterprise Partners Management*

Curtis Stephenson  
*Lennar Partners*

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*Stoorza Communications, Inc.*

Gary Stroup  
*Solar Turbines Incorporated*

Anthony Thornley  
*QUALCOMM Inc.*

Robert Tjosvold  
*Bank of America*

Yen Tu  
*Asian Business Association  
of San Diego*

Bob Vizas  
*San Diego Padres Baseball Club*

Robert Watkins  
*R.J. Watkins & Co., Ltd.*

Stephen Weber  
*San Diego State University*

Kenneth Widder  
*Windamere Venture Partners*



**The City of Carlsbad**

1635 Faraday Avenue  
Carlsbad, CA 92008  
(760) 602-2732  
(760) 602-8560 (fax)  
www.ci.carlsbad.ca.us

**City Council**

Mayor Claude Lewis  
Councilmember Ramona Finnila  
Councilmember Matt Hull  
Councilmember Ann Kulchin  
Councilmember Julianne Nygaard

**Economic Development Department**

Cynthia Haas, Economic Development Manager  
chaas@ci.carlsbad.ca.us

Population	78,000
Housing Units	33,798
Total Employment	37,471
Total Developable Acres	10,783
Vacant/Developable Acres	6,845
<i>School District</i>	
Carlsbad Unified School District	

The City of Carlsbad, located 35 miles north of downtown San Diego along North County's scenic coastline, offers a myriad of opportunities for companies wanting to locate in a dynamic community. Firms such as Callaway, Taylor Made, Cobra Golf, ViaSat, Isis Pharmaceuticals, Invitrogen, and Beckman Coulter represent a handful of businesses already enjoying Carlsbad's attributes.

Carlsbad has enjoyed a strong local economy for many years, much of which has come from industrial development. The Carlsbad General Plan designates approximately 2,500 acres in the central corridor of the City for planned industrial use. Light manufacturing, research and development, communications and corporate headquarters, as well as other types of high technology and bioscience industries are encouraged and permitted in the corridor. Most available lots are graded with street improvements and utilities already in place.

Quality of life is a very important consideration for Carlsbad's 78,000 residents, as it is to City government. Carlsbad's city leaders are open to economic growth, while remaining sensitive to ecological concerns. To preserve quality of life, the City has enacted an innovative growth management program that ensures adequate public facilities are in place concurrent with new development. Public facilities include parks, libraries, infrastructure and open space. Requirements of this program have already been addressed for the central industrial corridor.

**City of Chula Vista**

276 Fourth Avenue  
Chula Vista, CA 91910  
(619) 691-5047  
(619) 476-5310 (fax)  
www.ci.chula-vista.ca.us

Population	174,319
Housing Units	59,333
Total Employment	72,880
Total Developable Acres	1,106
Vacant/Developable Acres	1082

***City Council***

Mayor Shirley Horton  
Councilmember Patty Davis  
Councilmember Steve Padilla  
Councilmember Jerry Rindone  
Councilmember Mary Salas

*School Districts*

Chula Vista Elementary School District  
Sweetwater Union High School District

***Economic Development Department***

Cheryl Dye, Economic Development Manager  
cdye@ci.chula-vista.ca.us

Chris Salomone, Community Development Department Director  
csalomone@ci.chula-vista.ca.us

Chula Vista, population 174,000, is San Diego County's second largest municipality. Located seven miles from downtown San Diego and seven miles from the busiest international border crossing in the world, Chula Vista is the crossroads of the San Diego/Baja bi-national region. The community's geography is diverse, from coastal shoreline in the west to the San Miguel Mountains in the east, with carefully planned infrastructure in between. Older, established neighborhoods and contemporary master-planned communities, business incubators, and corporate giants, nationally recognized sports and entertainment venues, as well as a quaint village downtown, two national wildlife refuges and one of the largest master-planned communities in the state . . . combined with competitive affordability and room for expansion, Chula Vista offers multifaceted opportunities for both growing businesses and growing families.



**City of Encinitas**

505 South Vulcan Avenue  
Encinitas, CA 92024  
(760) 633-2616  
(760) 633-2627  
www.ci.encinitas.ca.us

**City Council**

Mayor Christy Guerin  
Councilmember James Bond  
Councilmember Dennis Holz  
Councilmember Maggie Houlihan  
Councilmember Jerome Stocks

Population	58,014
Housing Units	23,577
Total Employment	16,816
<i>School Districts</i>	
Encinitas Union Elementary School District	
Cardiff Elementary School District	
San Dieguito Union High School District	

**Economic Development Department**

Richard Phillips, Assistant to the City Manager  
rphillip@ci.encinitas.ca.us

The City of Encinitas is located on the coastline of Northern San Diego County. With 21 square miles in area, Encinitas is characterized by coastal beaches and cliffs, mesas and rolling hills. The City is predominately a residential community with approximately 75 percent of total acreage devoted to residential use. Retail and professional services are the predominant employment industries. Public amenities include: 16 city parks, six miles of public beaches, two libraries, a public golf course, six elementary schools, two intermediate schools, a high school and a junior college.

There is a significant flower growing industry in the City and many people claim that Encinitas is the Flower Growing Capital. As the City has developed, it has grown up around the pre-existing flower growers. Quail Botanical Gardens is a beautiful oasis to visit with an Amazon Rainforest and the largest display of bamboo in the world. The gardens of the Self Realization Center are beautiful and sit overlooking the ocean in a serene garden-like setting.

As the name implies, the Community Development Department has a broad range of responsibilities related to the orderly development of Encinitas. By implementing the goals and policies of the City's General Plan, a major objective of the department is to balance community growth with the quality of life, environment, and the economic stability of Encinitas. To successfully carry out these activities, the Community Development Department is organized into four divisions: Current Planning; Advanced Planning & Housing; Code Enforcement; and Building Services.

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**City of Escondido**

201 North Broadway  
Escondido, CA 92025  
(760) 839-4563  
(760) 739-7004 (fax)  
www.ci.escondido.ca.us

**City Council**

Mayor Lori Holt Pfeiler  
Councilmember Tom D'Agosta  
Councilmember Ed Gallo  
Mayor ProTem June Rady  
Councilmember Marie Waldron

Population	135,000
Housing Units	45,050
Total Employment	63,200
Total Developable Acres	44,020
Vacant/Developable Acres	

*School Districts*

Escondido Union School District  
Escondido Union High School District  
San Pasqual Union School District

**Economic Development Department**

JoAnn Case, Economic Development Division Manager  
jcase@ci.escondido.ca.us

Lyn Dedmon, Economic Development Analyst  
ldedmon@ci.escondido.ca.us

Settled in a long valley in the coastal mountains of Southern California, Escondido provides a thriving urban environment in the midst of gentle rolling hills and avocado and citrus groves. Escondido, which means "hidden" in Spanish, lies about 18 miles inland, 100 miles south of Los Angeles, and 30 miles northeast of San Diego.

Escondido is a highly desirable place to live with its attractive homes, parks, lakes, sports center, golf courses, restaurants, wineries, shopping centers, and comprehensive healthcare. In addition, the California Center for the Arts, Escondido brings world-class entertainment to the San Diego area. The nearby San Diego Wild Animal Park and Lawrence Welk Resort make Escondido an ideal place to visit.

During 2001, the City of Escondido received numerous awards at the local, state, and national level. We are most proud of having been named by *Money Magazine* as the Best Place in the West in which to retire and, at the other end of the spectrum, being named a Kid-Friendly City for our broad range of youth programs. Also, the Escondido Children's Museum is now open on Grand Avenue in downtown. *Ladies Home Journal* also ranked Escondido number eight among the Top Ten Cities for Government.

The City's economic base is made up of largely successful small businesses, many of which are family-owned. The centerpiece of the City's redevelopment efforts is the Center for the Arts, Escondido which attracts more than 300,000 visitors from San Diego and surrounding regions each year and provides a significant boost to an already healthy economy. The Center is conveniently located in a charming downtown area, adjacent to Historic Grape Day Park. An Old Town Mercado concept is beginning to take shape in the central part of the City. Also, the Mingei International Museum will be opening a satellite facility this summer. Escondido, the gateway to the San Diego Wild Animal Park, is a wonderful place to visit, live, work, play, or do business, and provides a business-friendly environment.



**City of Oceanside**

300 N. Coast Highway  
Oceanside, CA 92054  
(760) 435-3355  
(760) 435-3353 (fax)  
www.ci.oceanside.ca.us

**City Council**

Mayor Terry Johnson  
Councilmember Jack Feller  
Councilmember Betty Harding  
Councilmember Carol McCauley  
Councilmember Esther Sanchez

Population	160,000
Housing Units	57,211
Total Employment Land Developed	587
<i>School Districts</i>	
Oceanside Unified School District	60%
Vista School District	35%
Carlsbad School District	5%

**Economic Development Department**

Jane McVey, Economic Development & Redevelopment Director  
jmcvey@ci.oceanside.ca.us

Kristine Jensen, Admin Secretary  
lgilliam@ci.oceanside.ca.us

The City of Oceanside is located on the coast at the northern end of San Diego County and south of Orange County. The City has 160,000 residents, is serviced by three school districts, Oceanside, Vista and Carlsbad, and is home of Mira Costa Community College. Oceanside operates its own water and wastewater utility systems, including a reverse osmosis plant. Major north south roadways include the historic Highway 101 near the beach and the Interstate 5. Major east west highways are Highway 78 running southeast to I-5, and Highway 76 running northeast to I-15. Oceanside has a staffed Amtrak station, the Coaster and the Metrolink at the main transit center. In 2005 the I-5 to I-15 light rail line on the south side of Oceanside Boulevard will be operational. Within walking distance to the light rail line is the 400-acre Ocean Ranch Corporate Centre, a new master planned business park and the site of the new IDEC Pharmaceuticals campus. The Ocean Ranch is one of the largest business park properties remaining in San Diego County.

The City of Oceanside is known for their active programs to retain existing businesses and to recruit new high tech businesses, particularly in the biotech and medtech areas. Oceanside has demonstrated responsiveness to the business community in their streamlines processing for new construction. For more information call Jane McVey, Economic Development and Redevelopment Director.

**City of Poway**

13325 Civic Center Drive  
Poway, CA 92064  
(858) 679-4249  
(858) 679-2786 (fax)  
www.ci.poway.ca.us

Population	48,044
Housing Units	15,714
Total Employment	24,000
Total Developable Acres	16,800
Vacant/Developable Acres	3,901

**City Council**

Mayor Mickey Cafagna  
Councilmember Robert Emery  
Councilmember Jay Goldby  
Councilmember Don Higginson  
Councilmember Betty Rexford

*School Districts*

Poway Unified School District

**Redevelopment Services**

Deborah Johnson, Director of Redevelopment Services  
djohnson@ci.poway.ca.us

Ingrid Alverde, Economic Development Manager  
ialverde@ci.poway.ca.us

Strategically located in the center of San Diego County, Poway is an ideal place in which to prosper. Poway enjoys a sunny climate, clean air, a pristine lake and ecological reserves. Carefully planned for balancing growth with the good life, Poway blends a variety of retail business and excellent municipal and transportation services with a top-performing school district and the lowest crime rate in the county. Poway, "The City in the Country" offers great family living and business opportunities.

The South Poway Business Park, a 700-acre complex, encompasses the City's main commercial area. As part of the South Poway Planned Community, the Business Park offers tenants high-quality infrastructure, numerous amenities, and plenty of open space in keeping with the City's rural surroundings. The project was specifically designed to meet the needs of light industrial and manufacturing, warehousing and distribution, and research and development businesses. Currently, over 347 businesses with 12,901 employees are located in the Business Park. There is a total of 6.8 million square feet of buildings, with 400,000 square feet under construction. The vacancy rate is 4 percent.

*Outlook Magazine* rated Poway #6 in business growth in California.



**City of San Diego**

202 C Street, MS #10A  
San Diego, CA 92101  
(619) 236-6550  
(619) 236-6690 (fax)  
www.sandiego.gov

Population	1,264,600
Housing Units	469,689
Total Employment	645,159
<i>School Districts</i>	
San Diego Unified School District	

**City Council**

Mayor Dick Murphy  
Deputy Mayor George Stevens  
Councilmember Toni Atkins  
Councilmember Donna Frye  
Councilmember Ralph Inzunza  
Councilmember Jim Madaffer  
Councilmember Brian Maienschein  
Councilmember Scott Peters  
Councilmember Byron Wear

**Economic Development Department**

Hank Cunningham, Community Development Director  
HCunningham@sandiego.gov

Mike Jenkins, Assistant Director, Community Development  
MJenkins@sandiego.gov

Jeff Kavar, Economic Development Deputy Director  
JKavar@sandiego.gov

The City of San Diego is a progressive, business-friendly city. With its close proximity to Mexico, low business tax rate, educated workforce, renowned research institutions, and business development incentives, San Diego offers opportunity for enterprise that is unmatched.

The City of San Diego directly operates the following programs to promote business investment:

- **Targeted Business Assistance:** The City of San Diego’s Business Expansion and Retention (BEAR) Program provides direct assistance and in-house advocacy to job creating firms that provide a foundation for the regional economy. Companies typically qualify for specialized assistance by meeting one the following criteria: 1) creating quality jobs within the City; 2) generating new and recurring City revenue; 3) contributing to the City’s research and development and/or manufacturing sectors; or 4) being classified as a targeted industry. The City’s targeted industries are biotechnology/biomedical, electronics, telecommunications, software, defense and aerospace. Targeted business assistance may include, but is not limited to, expediting permits, reducing local fees and offering various tax incentives.
- **Small Business Assistance:** With more than 97% of local businesses having fewer than 100 employees, San Diego is a bastion of small business entrepreneurialism. San Diego operates

the Office of Small Business, one of only a few municipal programs of its kind in the nation, providing start-up and business resource information, permit assistance and advocacy, grants to promote revitalization of older business areas, and support for the 19 Business Improvement Districts established by business owners.

- **Special Incentive Zones:** The City of San Diego has two state-designated *Enterprise Zones*, within which businesses may claim significant state income tax credits. Tax credits may be claimed for the wages of qualified new employees and for major equipment purchases. Businesses within Enterprise Zones are also eligible for other unique tax incentives and fee reductions. The City of San Diego operates a *Foreign Trade Zone* along the US/Mexico border, which allows for reductions in import and export costs. The City also has a federally-designated *Enterprise Community*, which authorizes a unique bond financing opportunity for qualifying businesses. Businesses within each of these special incentive zones may also qualify for Business Expansion and Retention Program assistance.
- **Business Finance:** The City of San Diego facilitates financing for various private business capital expansion projects eligible for tax-exempt conduit revenue private activity bonds where a significant economic development impact can be created, including Industrial Development Bonds for Manufacturers, Enterprise Zone Facility Bonds and Nonprofit Bonds. In addition, the City operates the EmTek (Emerging Technologies) Loan Fund, a niche loan program to assist promising small businesses' efforts to raise working capital to accelerate growth.
- **Redevelopment Projects:** The City of San Diego has 15 adopted project areas with three study areas, within which the Redevelopment Agency can exercise its land acquisition and financing authority to support commercial and housing projects that improve blighted and economically impacted communities.

In addition to the aforementioned business assistance activities, the City of San Diego supports numerous private non-profit organizations, which in turn support, assist and promote business investment. The City of San Diego is the largest single investor in the San Diego Regional Economic Development Corporation. The City also provides significant financial support to organizations offering specialized business assistance, such as the Union of Pan Asian Communities Small Business Program, Contracting Opportunity Center, community chambers of commerce, San Diego Film Commission, San Diego Convention & Visitors Bureau, Inner City Business Association, and other non-profit entities. The City of San Diego took the lead in creating, and subsequently provided part of the operating support for the San Diego World Trade Center, San Diego Regional Technology Alliance, and San Diego Technology Incubator.

The San Diego region boasts a strong and diversified economy, with a base in high value-added manufacturing and R&D. As such, it has earned accolades from *Forbes*, *The Economist*, *The Wall Street Journal*, *The New York Times*, *USA Today* and others for its business climate. Through its own programs and through its funding of private business-supporting organizations, the City of San Diego continues to be a partner with the private sector in creating one of the world's best cities for business.



**City of Santee**

10601 Magnolia Avenue  
Santee, CA 92071  
(619) 258-4100  
(619) 562-0649 (fax)  
www.ci.santee.ca.us

Population	58,342
Housing Units	19,336
Total Employment	14,695
<i>School Districts</i>	
Santee School District	

**City Council**

Mayor Randy Voepel  
Councilmember Jim Bartell  
Councilmember Jack Dale  
Councilmember Lori Howard  
Councilmmber Hal Ryan

***Economic Development Department***

Pamela White, Director of Economic Development & Housing  
pwhite@ci.santee.ca.us

Keith Till, City Manager  
ktill@ci.santee.ca.us

Our mission for the City of Santee is to provide a high quality of life for present and future Santee residents and businesses by maintaining quality development standards, addressing and resolving environmental issues affecting the community, and providing new and rehabilitated public facilities.

The Santee Town Center consists of 706 acres of master planned mixed-use development in the heart of Santee, with over 626,000 square feet of commercial space constructed and another 110,000 square feet approved for commercial use. It includes the entire downtown core, and the 370 acres owned by the County of San Diego known as the Edgemoor Property. Two focal points are the Santee Plaza/Promenade power center anchored by Costco, Wal-Mart, and Home Depot and the 50-acre Santee Trolley Square property, which is also the location for the Santee Transit Center linking Santee to downtown San Diego via the San Diego Trolley.

With excellent economic indicators, available land for development, a skilled labor force, transit linkage to downtown San Diego by trolley, and access to three regional freeways -- Santee is considered an *optimal* location for both business and industry.

At the crossroads of State Route 52 and State Route 125, Santee now sits just 20 minutes from downtown San Diego, the Golden Triangle/La Jolla area, and the "silicon" businesses of Sorrento Valley. With the completion of State Route 125 to Interstate 8 by 2002, and the completion of State Route 52 to State Route 67 by 2008, Santee will become the new "hub" of East County, linking the East County region to the Golden Triangle, Sorrento Valley, North County and South Bay. The freeway crossroads of SR 52 and SR 125 in Santee will also create significant opportunities for economic development. In particular, it will provide for new industrial corridors along Mission Gorge Road and along the SR 52 segment between SR 125 and SR 67.

**City of Vista**

600 Eucalyptus Avenue  
Vista, CA 92085  
(760) 639-6165  
(760) 724-3363 (fax)  
www.ci.vista.ca.us

**City Council**

Mayor Gloria McClellan  
Councilmember Paul Campo  
Councilmember Ed Estes Jr.  
Councilmember Steve Gronke  
Councilmember Judy Ritter

Population	85,659
Housing Units	29814
Total Employment	33,100
<i>School Districts</i>	
Vista Unified School District	

**Economic Development Department**

Kevin Ham, Economic Development Director  
kham@ci.vista.ca.us

Marc Morley, Economic Development Specialist  
mmorley@ci.vista.ca.us

The City of Vista, incorporated in 1963, derives its name from the Spanish word for "view". Located just seven miles from the Pacific Ocean, encompassing 18 square miles of beautiful rolling hills and valleys, Vista offers its residents a unique environment in which to live. Vista is also known for its ideal climate with an average year round temperature of 74 degrees.

Located in south Vista is a 1,200-acre industrial and light manufacturing Business Park, which began development in the early 1990s. To date, the Vista Business Park is home to more than 600 firms employing over 17,000 of the City's nearly 40,000 workers. The City's cultural and recreational resources, which attract visitors from all over San Diego County, includes live theater in downtown Vista's Avo Playhouse, a 2,000-seat Moonlight Ampitheater located within the 85-acre Brengle Terrace Park, and the fun-filled Wave Waterpark.

Four Schools within the Vista Unified School District are the proud recipients of the California Distinguished Schools Award. The District is justly proud to have both of its comprehensive high schools, one of its middle schools, and one of its K-8 magnet schools recognized throughout the state and nation as exemplary schools. Law enforcement services are provided by the San Diego County Sheriff's Department. They utilize a progressive Community-Oriented Policing approach which has resulted in a steady decline of the crime rate to 1991 levels.



**San Diego Unified Port District**

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Port of San Diego has more than 700 tenants

Total Gross Revenue	\$210 million
Total Employment	76,900

San Diego International Airport is the busiest single-runway air carrier airport in the country.

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Diana Lucero, Assistant Director, Communications  
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The San Diego Unified Port District - more commonly referred to as the Port of San Diego - is a public benefit corporation established in 1962 to manage San Diego Harbor, operate San Diego International Airport and administer the public lands along San Diego Bay.

The Port is a major economic engine to San Diego. San Diego International Airport, which accommodated 15.8 million passengers and nearly 207,000 flights in 2000, generated over \$4.5 billion in economic benefit to the region. Ranging from small vendors to large corporations, Port tenants are engaged in a variety of endeavors including air transportation, manufacturing, maritime commerce, retail trade, boat charters, marina services, bay cruises, sport and commercial fishing, yacht sales, and lodging. Additionally, the Port operates two maritime cargo facilities through which the primary imports are bulk and breakbulk products, fresh and frozen produce, automobiles and lumber.

The Port is made up of five member cities: Chula Vista, Coronado, Imperial Beach, National City and San Diego. Each city is represented on the Board of Port Commissioners, the Port's policy-making body. San Diego, because of its larger size and population, has three Port Commissioners; the other four cities each have one Commissioner. Commissioners are appointed to four-year terms by the city councils of their respective member cities.

The Port of San Diego is a self-sustaining public agency that has required no tax levy since 1970. Revenues from its primary operations – the airport, real estate, and maritime trade – have been sufficient to support operations, service bonded indebtedness and fund capital improvements. The Port is developing and implementing master plans that will result in significant enhancements throughout the San Diego tidelands, including in the North and South Embarcadero regions, America's Cup Harbor/Shelter Island and Harbor Island. The Port is committed to the preservation of public access and open space along San Diego Bay, where it maintains sixteen public parks.

The Port of San Diego plays a key role in shaping the San Diego region's economic development while fulfilling its commitment to protect the natural resources with which it has been entrusted.





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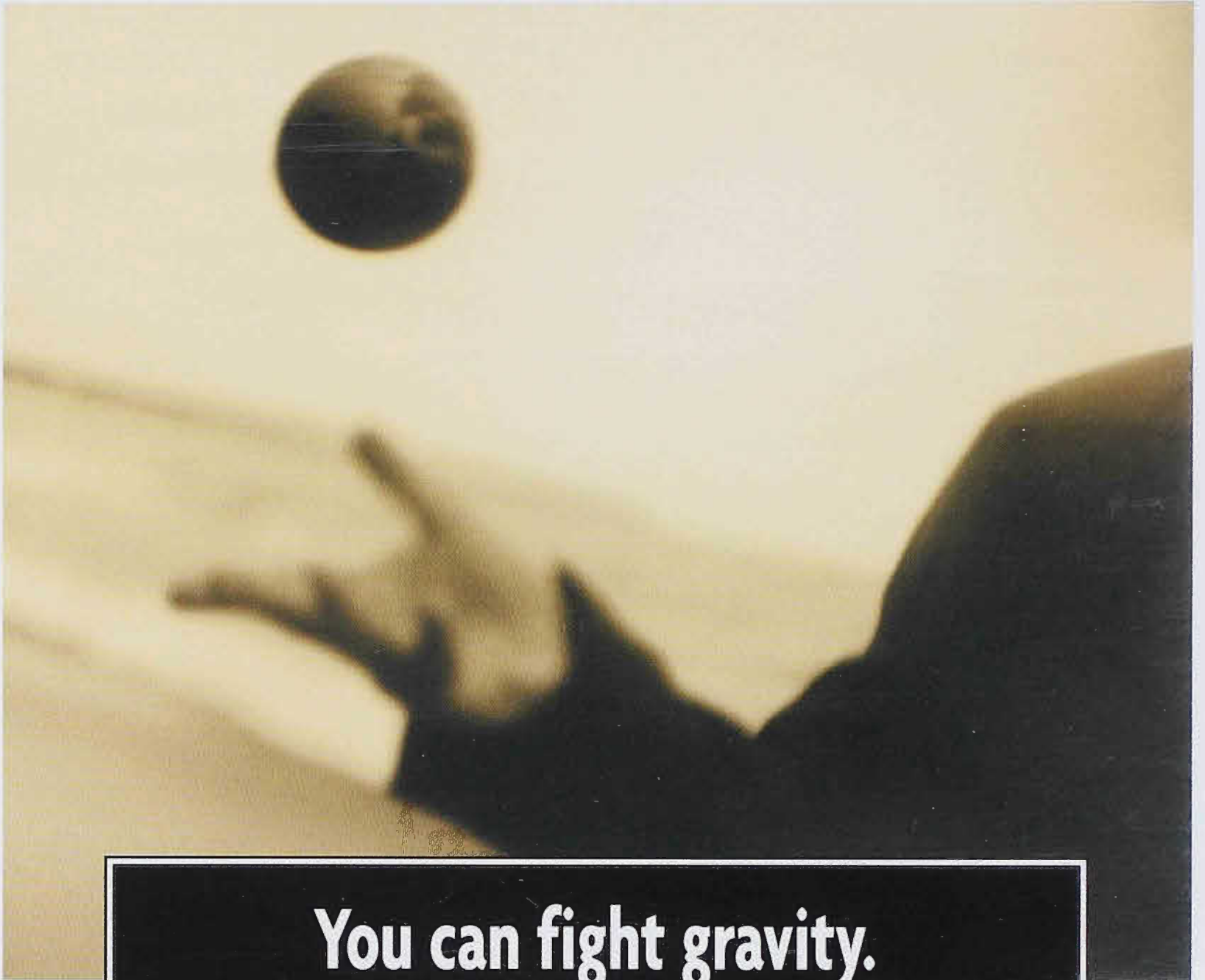
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thomas@lbacorp.com

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www.nielsendillingham.com

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www.rsconstruction.com

**Sundt Construction Company, Inc.**

Mr. Tom Remensperger, P.E.  
(858) 490-6800  
www.sundt.com

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Mr. Christopher Murphy  
(858) 622-4040  
www.swbuilders.com

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Latham & Watkins	Wells Fargo Bank
Leap	
Luce, Forward, Hamilton & Scripps LLP	



# Spanning Five Decades of Innovation in San Diego



**1964**  
Jonas Salk establishes Institute for Biological Studies in La Jolla.

University of California, San Diego accepts first undergraduate students.

**1969**  
SAIC founded by J. Robert Beyster. Now employs 41,000 in 150 offices.

**1971**  
Linkabit founded by Andrew Viterbi and Irwin Jacobs.

**1978**  
Hybritech, San Diego's first biotech company, founded by Ivor Royston and Howard Birndorf. First local biotech to go public (1981).

**1980**  
MA/COM acquires Linkabit. Dispersed management team moves on to create telecom industry as we know it in San Diego.

**1985**  
QUALCOMM founded by Irwin Jacobs and Andrew Viterbi. Now employs 6,400 people, holds more than 600 patents.

**1986**  
Hybritech acquired by Eli Lilly. Dispersed management team involved in more than 50 new biotech companies.

San Diego Supercomputer Center opens at UCSD.

**1991**  
First biotech trade association founded.

**1997**  
Agouron is first biotech company in San Diego to market a therapeutic drug from its own research.

**1998**  
First telecom trade association founded.

**2000**  
U.S. Small Business Administration releases report lauding San Diego for its economic transformation from defense-based economy to diverse cluster-driven technology economy.

Since 1965, the San Diego Regional Economic Development Corporation has been a bridge between San Diego and the world, reaching out internationally on behalf of the region to promote and enhance San Diego's image as a center of technology and entrepreneurship.

Here in San Diego, EDC provides a link between the private sector and a complex

world of regulations, advocating pro-business policies and a strong regional agenda focused on ensuring a skilled workforce, affordable housing and improving transportation infrastructure.



Whether it's providing access to business assistance and financial incentives to local companies or helping outside firms relocate, EDC has one mission – making San Diego strong.

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8880 Rio San Diego Drive, Suite 1070  
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Ms. Christy Williams, Branch Manager  
(619) 295-6161 Fax: (619) 295-2212  
cwilliams@accountantsinc.com

Ms. Sara Cone, Business Development Manager  
(619) 295-6161 Fax: (619) 295-2212  
scone@accountantsinc.com

www.accountantsinc.com  
Local Employees: 130

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The first Accountants Inc. office opened its doors in San Francisco in 1986 and began setting new standards of performance throughout the staffing industry. From there, expansion continued across California with the ultimate aim of making Accountants Inc. the name in accounting and finance staffing across the country via both company-owned and franchise branches. Accountants Inc. is now part of Vendior, the third largest staffing firm in the world. Accountants Inc. is committed to the pursuit of quality and excellence in accounting and finance staffing through developing relationships and consistently providing a level of service exceeding the expectations of our employees, candidates and clients until it becomes a standard.

### **Ace Relocation Systems, Inc.**

5608 Eastgate Drive  
San Diego, CA 92121-2816

Mr. Dan Lammers, Vice President  
(858) 457-7219 Fax: (858) 677-5587  
dlammers@acerelocation.com

www.acerelocation.com  
Local Employees: 250

---

Ace Relocation Systems, Inc. is a full service relocation company specializing in the moving and storage of household goods and other commodities on a worldwide basis. Recognized as one of the nation's primary service providers for companies large and small, we understand the difference between moving families and freight. Ace's daily mission is to exceed the expectations of their customers by providing quality and cost effective relocation services.

### **Acterna**

9855 Scranton Road  
San Diego, CA 92121

Mr. Don O'Connor, General Manager  
(858) 623-2260 Fax: (858) 623-2208  
oconnod@ttc.com

Ms. Leslie Kunzler, Senior Director, Administrator  
(858) 623-2220 Fax: (858) 623-2208

www.ada.com  
Local Employees: 60

---

Acterna is a leading provider of innovative telecommunications service fulfillment and service assurance solutions that are backed by unparalleled customer support. These solutions enable a wide range of telecommunications service providers to improve network operations performance, proactively manage the quality of service, increase productivity, and lower operating expenses. The company is headquartered in San Diego, along with the unit that specializes in the design, development and delivery of its service assurance test and monitoring systems. The Carrier Operations Support Systems (OSS) software and service unit is located in Vancouver, British Columbia, and Terre Haute, Indiana.

### **Advanced Tissue Sciences, Inc.**

10933 North Torrey Pines Road  
La Jolla, CA 92037-1005

Mr. Arthur J. Benvenuto, Chairman/CEO  
(858) 713-7735 Fax: (858) 713-7910  
artobenvenuto@advancedtissue.com

Ms. Gail K. Naughton, Ph.D., President  
(858) 713-7735 Fax: (858) 713-7910  
gailnaughton@advancedtissue.com

www.advancedtissue.com  
Local Employees: 200

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Advance Tissue Sciences develops and manufactures human tissue replacement products for tissue repair and transplantation, utilizing their proprietary core technology. The company is focusing on the worldwide commercialization of skin, cartilage, cardiovascular products, and aesthetic and reconstructive applications.



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Your name here.

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Here in San Diego, EDC provides a link between the private sector and a complex

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**San Diego Regional EDC**  
Investors by Company

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**A**

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Ms. Sara Cone, Business Development Manager  
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www.accountantsinc.com  
Local Employees: 130

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www.acerelocation.com  
Local Employees: 250

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(858) 623-2260 Fax: (858) 623-2208  
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Ms. Leslie Kunzler, Senior Director, Administrator  
(858) 623-2220 Fax: (858) 623-2208

www.ada.com  
Local Employees: 60

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Ms. Gail K. Naughton, Ph.D., President  
(858) 713-7735 Fax: (858) 713-7910  
gailnaughton@advancedtissue.com

www.advancedtissue.com  
Local Employees: 200

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Advance Tissue Sciences develops and manufactures human tissue replacement products for tissue repair and transplantation, utilizing their proprietary core technology. The company is focusing on the worldwide commercialization of skin, cartilage, cardiovascular products, and aesthetic and reconstructive applications.

**Aequitas Consulting Group**

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robca@aequitasconsulting.com

Mr. Frank Papatheofanis, CEO  
(858) 535-8088 Fax: (858) 535-3895  
fpapath@aequitasconsulting.com

www.aequitasconsulting.com

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Aequitas Consulting Group (ACG) is a leading healthcare consulting firm that advises senior level management in health care organizations on issues of strategy formulation, implementation, progress, and operations. ACG core services include: Health Technology Assessment, Pharmacoeconomics, Risk Analysis, Health Outcomes, Pharmaceutical Marketing and Sales, and Database Design and Management.

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10350 N. Torrey Pines Rd.  
La Jolla, CA 92037

Mr. Gary Friedman, President  
(858) 622-3000 Fax: (858) 622-3298

www.agouron.com

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Agouron Pharmaceuticals, Inc., a wholly owned subsidiary of Pfizer Inc., is an integrated pharmaceutical company committed to the discovery, development, manufacturing, and marketing of innovative therapeutic products engineered to inactivate proteins that play key roles in cancer, AIDS, and other serious diseases.

**Alliance Pharmaceutical Corp.**

3040 Science Park Road  
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Mr. Duane Roth, Chairman & CEO  
(858) 410-5277 Fax: (858) 410-5306  
droth@allp.com

Mr. Theodore D. Roth, President & Chief  
Operating Officer  
(858) 410-5384 Fax: (858) 410-5306  
troth@allp.com

www.allp.com

Local Employees: 180

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Alliance Pharmaceutical Corp. is a research and development company focused on leveraging its novel core technologies to develop diverse therapeutic and diagnostic products. Alliance's expertise with perfluorochemicals, surfactants, emulsion manufacturing, and spray-dry processing has generated related, but independent, products being developed to address significant medical needs. These include *Oxygent*<sup>TM</sup>, a temporary "blood substitute" for the treatment of surgical and other patients that is being developed in conjunction with Baxter Healthcare Corporation; and *Imagent*<sup>TM</sup>, a contrast agent designed to improve ultrasound assessment of heart function and perfusion, and to aid in the detection of tumors and blood flow abnormalities. *Oxygent* is in the last phase of clinical development, and *Imagent* is awaiting FDA approval.

**Alvarado Hospital Medical Center/SDRI**

6655 Alvarado Road  
San Diego, CA 92120

Mr. Barry Weinbaum, Chief Executive Officer  
(619) 229-3100 Fax: (619) 229-7020  
barry.weinbaum@tenethealth.com

www.alvaradohospital.com

Local Employees: 1,600

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Alvarado Hospital Medical Center is a comprehensive 40-acre medical campus, adjacent to Interstate 8 near San Diego State University. Alvarado Hospital, a 231-bed community hospital, is the hub of this complex, which also includes an ambulatory surgery center, physical rehabilitation hospital, skilled nursing facility, maternity center, and professional buildings housing specialized medical clinics, physician offices, and university-affiliated programs.



**San Diego Regional EDC**  
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(858) 848-5662 Fax: (858) 486-1707  
kkasitz@anacomp.com

www.anacomp.com  
Local Employees: 2,000

Anacomp, Inc. is a leading provider of document-management and technical services. With global operations backed by more than 30 years of outsourcing experience, Anacomp offers premium services for virtually any business application. Anacomp comprises two business units: Document Solutions (document-management outsource services) and Technical Services (multi-vendor maintenance services, systems, sales, and supplies). The company has a 33-year tradition of service excellence, value and customer satisfaction, and serves approximately 7,500 customers in the United States and internationally. The services offered by Anacomp help its clients manage, store and deliver their business documents efficiently, securely and effectively to their employees and customers, as well as keep their equipment up and running, on a personalized, as-needed basis.

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www.us.andersen.com  
Local Employees: 125

Andersen is a global leader in professional services. It provides integrated solutions that draw on diverse and deep competencies in consulting, assurance, tax, corporate finance, and in some countries, legal services. Andersen employs 85,000 people in 84 countries united by a single worldwide operating structure and a common culture that fosters innovation, knowledge sharing and quality services. The unique "one-firm" approach qualifies the people of Andersen to serve clients by bringing together any of more than 40 services in a way that transcends geographic borders and organizational lines. The San Diego office is composed of professionals experienced in all aspects of tax, audit and business consultation. They have been assisting fast-growing, entrepreneurial companies of all sizes in addressing a wide range of business issues, such as strategic planning, international tax and doing business internationally, business systems consultation, mergers and acquisitions, and raising capital.

**Applied Micro Circuits Corporation**

6290 Sequence Drive  
San Diego, CA 92121-4358

Mr. David Rickey, Chairman of the Board, CEO  
(858) 535-6537 Fax: (858) 535-6800  
daver@amcc.com

Ms. Candace Kilburn, Vice President, Community  
Relations  
(858) 535-6554 Fax: (858) 535-6800  
candacek@amcc.com

www.amcc.com  
Local Employees: 1,200

Founded in 1979, AMCC designs, develops, manufactures, and markets high-performance, high-bandwidth silicon solutions for the world's optical networks. The company utilizes a combination of high-frequency analog, mixed-signal and digital design expertise coupled with system-level knowledge and multiple silicon process technologies to offer integrated circuit products that enable the transport of voice and data over the fiber optics network. AMCC's system solution capabilities include high-performance PMD, PHY, framer/mapper, switch fabric, network processor and traffic management products.

**AT&T Wireless**

6925 Lusk Boulevard  
San Diego, CA 92121-5799

Mr. Fred Devereux, General Manager  
(858) 646-1800 Fax: (858) 453-6725  
fred.devereux@attws.com

Local Employees: 175

AT&T Wireless is one of the largest wireless companies in the U.S., with over 15 million subscribers. As the leader in wireless communications, AT&T Wireless is investing millions of dollars to improve the San Diego network for both voice and data products. AT&T will be among the first to offer 3G technology services, adopting the dominant worldwide standard for high-speed data. AT&T Wireless supports the community via organizations such as March of Dimes and United Way.

## **B**

### **BAE SYSTEMS**

16550 West Bernardo Dr., MZ 1131-H  
San Diego, CA 92150

BAE SYSTEMS specializes in applying advanced digital technology to design, develop, manufacture and support defense electronic systems for tactical and strategic forces of domestic and international customers.

Mr. Ed Langmaid, Manager of Public Affairs and  
Communications  
(858) 675-5995 Fax: (858) 675-1966  
ed.langmaid@baesystems.com

Mr. Eric Baugh, Vice President  
(858) 675-1995 Fax: (858) 675-1966  
eric.baugh@baesystems.com

www.baesystems.com  
Local Employees: 2,000

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### **Baker & McKenzie**

101 West Broadway, 12th Floor  
San Diego, CA 92101

Ms. Cindy Vargas, Marketing Director  
(619) 236-1441 Fax: (619) 236-0429  
cindy.vargas@bakernet.com

Mr. Ali M. M. Mojdehi, Managing Partner  
(619) 236-1441 Fax: (619) 236-0429

www.bakernet.com  
Local Employees: 80

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The San Diego office of Baker & McKenzie is a full service law firm providing services in corporate and securities, labor and employment, intellectual property, securities and civil litigation, financial restructuring, creditors' rights, bankruptcy, tax and estate planning. The San Diego office is committed to helping their clients find innovative and efficient solutions to their complex business matters. They pride themselves on providing the highest quality legal services through our integrated national and worldwide network of offices. Baker & McKenzie is one of the world's largest law firms. With 62 offices in 35 countries, the Firm's 3,000 attorneys comprise an unequalled international network.

### **Balboa Travel, Inc.**

5414 Oberlin Drive, Suite 300  
San Diego, CA 92121-4745

Mr. Jose G. da Rosa, Chief Executive Officer  
(858) 678-3300 Fax: (858) 678-3501  
jdarosa@balboa.com

Mr. Jan Schultz, President & COO  
(858) 678-3304 Fax: (858) 678-3501  
jschultz@balboa.com

www.balboa.com  
Local Employees: 140

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Ranked 50th largest travel management company in the U.S. by Business Travel News, Balboa includes three divisions: 1) Balboa Corporate Travel Management services large corporations and emerging companies, helping them succeed by effectively using travel as a strategic tool in accomplishing objectives. 2) Balboa Meetings & Incentives supports meeting planners and marketing strategists with a full spectrum of services, from selecting meeting sites for small groups to planning and producing incentive-based motivational marketing campaigns and merchandising. 3) Balboa Vacations, dedicated to fulfilling the travel dreams of individuals, also offers corporate clients the means of enhancing employee benefits with tailored vacation travel programs.

### **Bank of America**

450 B Street, Mezzanine Level  
San Diego, CA 92101

Mr. Robert A. Tjosvold, Sr. Vice-President &  
Market Executive  
(619) 515-7503 Fax: (619) 515-7524  
Robert.Tjosvold@Bankofamerica.com

www.bankofamerica.com  
Local Employees: 2,000

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One of the world's leading financial services companies, Bank of America is committed to making banking work for customers like it never has before. Through innovative technologies and the ingenuity of its people, Bank of America provides individuals, small businesses and commercial, corporate and institutional clients across the United States and around the world new and better ways to manage their financial lives. The company enables customers to do their banking and investing whenever, wherever and however they choose through the nation's largest financial services network, including approximately 4,400 domestic offices and 13,000 ATM's, as well as 38 international offices serving clients in 190 countries, and an Internet Web site that provides online access for more than 3 million customers, more than any other bank. Bank of America stock (NYSE: BAC - news) is listed on the New York, Pacific and London stock exchanges.



**San Diego Regional EDC**  
Investors by Company

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**Barney & Barney**

9171 Towne Centre Drive #200  
San Diego, CA 92122

Mr. Gary Kloehn, Principal  
(858) 587-7490 Fax: (858) 452-7530  
garyk@barneyandbarney.com

Mr. Larry Shea, Managing Principal  
(858) 587-7401 Fax: (858) 452-7530  
larrys@barneyandbarney.com

www.barneyandbarney.com  
Local Employees: 165

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Established in 1909, Barney and Barney is a full service insurance brokerage and risk management firm, comprised of more than 165 professionals. Direct relationships are maintained with more than 25 leading carriers, with access to all major insurers in needed areas of coverage. Their clients include firms with multinational exposures to local startups. Barney and Barney's primary focus is solving the risk management and insurance problems of their clients. Areas of special expertise include: Property and Business Interruption, Product/Clinical Trials Liability, Surety Bonding, Personal Insurance, Directors' and Officers' Liability, Errors and Omissions Liability and Workers' Compensation.

**Bergelectric Corporation**

650 Opper Street  
Escondido, CA 92029

Mr. Thomas R. Anderson, Executive Vice  
President  
(760) 746-1003 Fax: (760) 741-0918  
tanderson@bergelectric.com

Mr. Alan Mashburn, Vice President Estimating &  
Pre-Construction  
(760) 746-1003 Fax: (760) 741-0918  
amashburn@bergelectric.com

www.bergelectric.com  
Local Employees: 1,300

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Bergelectric is ranked as one of the top 13 electrical contractors in the nation by Engineering News Record. Sales in 2000 were approximately 200 million dollars. Bergelectric has been one of the first electrical contractors to integrate state of the art technology using CAD systems for design and coordination of electrical installations. Current projects include bio-pharmaceutical, medical, telecommunications, data centers, commercial offices, casinos, institutional and tenant improvement projects. With offices in San Diego, Irvine, Los Angeles, Portland, Las Vegas, Denver and Orlando, Bergelectric can provide electrical construction and design services nationwide.

**Blazers Airport Advertising**

9820 Willow Creek Road Suite 300  
San Diego, CA 92131

Mr. Ernie Kovacs, Regional Sales Manager  
(858) 586-9155 Fax: (858) 586-7009  
ernie.kovacs@ripcity.com

Local Employees: 1

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Blazers Airport Advertising sells and services standard backlit display advertising exclusively at San Diego's Lindbergh Field Airport. The Blazers have a seven-year contract through the San Diego Unified Port District to sell and maintain all displays within the airport's four terminals.

**Bowne**

4380 La Jolla Village Drive, Suite 250  
San Diego, CA 92130

Mr. Wayne F. Weber, Vice President/Sales  
(858) 623-9200 Fax: (858) 623-9980  
wayne.weber@bowne.com

www.bowne.com  
Local Employees: 10

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Bowne & Co., Inc., founded in 1775, is the world's largest financial printer and second oldest corporation in the United States. Bowne specializes in the preparation and distribution of documents for securities offerings, corporate restructuring, and other financial transactions. As a full-service financial printing facility, Bowne of San Diego is equipped to edit customer documents on site and file them electronically via the Edgar system. Over the last 36 months, Bowne has transacted more than 350 major filings and has earned the reputation as the premier financial printer in the country.

**BRE Commercial/NAI**

4380 La Jolla Village Drive, Suite 200  
San Diego, CA 92122

Mr. Ted Phoenix, President  
(858) 546-5400 Fax: (858) 452-3182  
ted@breb.com

Mr. Marc Doyle, Senior Vice President  
(760) 431-4200 Fax: (760) 431-7656  
doyle@brcb.com

www.brecommercial.com  
Local Employees: 80

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BRE is a full service commercial brokerage company that provides services in the industrial, office, retail, investment, apartments, mobile home parks and mini storage sectors. BRE has access to Latin America through its Mexico Services Group and additional national and international markets through its exclusive affiliation with New America International.

**Brian Paul & Associates**

4350 La Jolla Village Drive, Suite 130  
San Diego, CA 92122

Mr. Robert H. Mellott, Principal  
(858) 453-1200 Fax: (858) 453-1913  
rmellott@bpa-arch.com

Mr. Brian Paul, President & CEO  
(858) 453-1200 Fax: (858) 453-1913

www.bpa-arch.com  
Local Employees: 25

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Brian Paul & Associates - Architects and planners design buildings and interior environments that enhance the quality of life, and the quality of the built environment in our community. As one of San Diego's largest architectural firms, BPA has been responsible for 15 million square feet of office, corporate and mixed-use facilities in the region. They lead, manage and integrate a team of designers, engineers, consultants and specialists to achieve high-quality building architecture, interior design and site development. For their clients, Brian Paul & Associates has completed award-winning projects for corporate headquarters, research and lab buildings, high density housing, speculative offices and mixed-use facilities.

**British Airways**

Mr. John Cook  
(800) 274-8474  
john.cook@bause.com

www.bause.com

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British Airways is a major international air carrier offering nonstop service from 22 U.S. gateways to London's Heathrow and Gatwick airports with direct connections to more than 160 cities in 80 countries.

**Brobeck, Phleger, & Harrison LLP**

12390 El Camino Real  
San Diego, CA 92130

Mr. William F. Sullivan, Managing Partner  
(858) 720-2500 Fax: (858) 720-2555  
wsullivan@brobeck.com

Mr. Douglas E. Olson, Partner  
(858) 720-2500 Fax: (858) 720-3700  
dolson@brobeck.com

www.brobeck.com  
Local Employees: 195

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Brobeck, Phleger & Harrison LLP is a national leader in the representation of technology companies, particularly those in the biotechnology, software, internet, telecommunications and medical device industries. The firm represents many of San Diego's most prominent emerging growth companies and venture capital firms. The firm is a national leader in public offerings and in 1997 completed more public offerings than any other law firm in California except one. Brobeck's attorneys work in the areas of business and technology, litigation, real estate, tax, employment and labor, environmental and financial services.



## San Diego Regional EDC

### Investors by Company

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#### **The Burnham Institute**

10901 N. Torrey Pines Rd.  
La Jolla, CA 92037

Ms. Cheryl A. Moore, Vice President and CAO  
(858) 646-3100 Fax: (858) 646-3105  
cmoore@burnham-inst.org

Ms. Nancy Beddingfield, Director of Institutional  
Relations  
(858) 646-3125 Fax: (858) 646-3105  
nbeddingfield@burnham-inst.org

www.burnham-inst.org  
Local Employees: 500

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The Burnham Institute is an independent, nonprofit organization dedicated to basic and pre-clinical biomedical research on cancer, neurological diseases and aging. The Institute operates on an annual budget approaching \$44 million, derived primarily from federal grants. There are currently 500 people employed by the Institute, including 290 individuals with doctoral degrees. Forty-eight faculty members lead the research effort, which includes training of the Ph.D. students and postdoctoral fellows. The Burnham Institute owns 220,000 sq.ft. of research facilities on a nine-acre campus located on Torrey Pines Research Mesa in proximity with one of the largest concentrations of academic and biotechnical research.

#### **Burnham Real Estate Services**

610 West Ash Street  
San Diego, CA 92101

Mr. Stath Karras, President & CEO  
(619) 236-1557 Fax: (619) 238-0730  
karras@burnhamrealestate.com

Mr. Michael Philbin, Managing Director  
Transaction Services  
(858) 558-2710  
philbin@burnhamrealestate.com

www.burnhamrealestate.com  
Local Employees: 192

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Burnham Real Estate Services is a regional real estate service firm serving Southern California clients from offices in downtown San Diego, La Jolla, Carlsbad, and Orange County. Services include commercial real estate brokerage and leasing, real estate financial services including mortgage banking and brokerage, real estate and asset management, corporate services including construction management and facilities management, and consulting and advisory services.

#### **Burson-Marsteller**

4370 La Jolla Village Drive, Suite 400  
San Diego, CA 92122

Ms. Taylor Kiland, Director  
(858) 646-3052 Fax: (858) 646-3053  
taylor\_kiland@sdg.bm.com

Ms. Carla Vallone, Manager  
(858) 646-3052 Fax: (858) 646-3053  
carla\_vallone@sdg.bm.com

www.bm.com  
Local Employees: 11

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Burson-Marsteller is the world's largest communications/public relations firm, with 75 offices in 62 cities worldwide. With the ability to harness resources worldwide, Burson-Marsteller San Diego brings a perspective and professional services capacity to the region's leading companies from start-up to Fortune 500. Burson-Marsteller provides professional services to clients, such as strategic planning; positioning and brand management; public affairs and government relations; and, media, investor, analyst and community relations. Burson-Marsteller has helped the world's leading companies, including QUALCOMM, Sony Electronics, and Peregrine Systems achieve key business results. Programs include day-to-day and crisis communications with employees, shareholders, customers, business and general media, and Wall Street and the financial community.

## C

#### **California Bank & Trust**

4320 La Jolla Village Drive, Suite 355  
San Diego, CA 92122

Mr. Chris Skillern, Managing Director  
(858) 623-3162 Fax: (858) 552-0463  
skillernc@calbt.com

Mr. David Blackford, CEO  
(858) 793-7404 Fax: (858) 657-9880  
blackford@calbt.com

www.calbanktrust.com  
Local Employees: 1,800

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California Bank & Trust is the largest community bank in San Diego and South Riverside Counties. The San Diego Division is under the leadership of Managing Director Chris Skillern, who states that the bank's goal is to create California's best banking relationships by delivering personalized service backed by the resources of a statewide bank. CB&T bankers have the experience and ability to make local decisions to meet the financial needs of a growing list of business customers. Currently, CB&T is California's sixth largest bank with more than \$8 billion in assets and nearly 100 branches statewide, of which 29 are located in the San Diego Division.



**Callaway Golf Company**  
2180 Rutherford Road  
Carlsbad, CA 92008-8815

Mr. Brad Holiday, Executive Vice President &  
CFO  
(760) 804-4130 Fax: (760) 804-4139  
bradho@callawaygolf.com

www.callawaygolf.com  
Local Employees: 2,400

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Callaway Golf Company, through the use of technology, designs and manufactures premium, innovative golf clubs that are demonstrably superior to, and pleasingly different from, its competition. Founded in late 1982, Callaway Golf Company was originally named "Callaway Hickory Stick-USA, Inc." Callaway Golf is headquartered in Carlsbad and has more than 2,400 employees, working in nine buildings totaling over 712,000 square feet. Callaway Golf is the largest producer of premium golf clubs in the world.

**Calpine-Otay Mesa Energy Center**  
647 Alta Road  
San Diego, CA 92154

Mr. Dave Pearson, Plant Manager  
(619) 710-8700 Fax: (619) 710-8750  
davep@calpine.com

Mr. PJ Trompeter, Assistant Plant Manager  
(619) 710-8700 Fax: (619) 710-8750  
pjt@calpine.com

www.calpine.com

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Calpine Corporation, based in San Jose, Calif., is dedicated to providing customers with reliable and competitively priced electricity. Calpine is focused on clean, efficient, natural gas-fired generation and is the world's largest producer of renewable geothermal energy. Calpine has launched the largest power development program in North America. To date, the company has approximately 34,900 megawatts of base load capacity and 7,600 megawatts of peaking capacity in operation, under construction, pending acquisitions and in announced development in 29 states, the United Kingdom and Canada. The company was founded in 1984 and is publicly traded on the New York Stock Exchange under the symbol CPN.

**CancerVax Corporation**  
5931 Darwin Court  
Carlsbad, CA 92007

Mr. David Hale, President & CEO  
(760) 431-1550 Fax: (760) 431-7917  
dfhale@cancervax.com

Mr. William LaRue, Senior Vice President,  
Finance & CFO  
(760) 431-1550 Fax: (760) 431-9980  
blarue@cancervax.com

www.cancervax.com  
Local Employees: 100

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CancerVax Corporation is a biotechnology company dedicated to the discovery, development and commercialization of biological products for the treatment, prevention and control of cancer. Canvaxin™, the Company's patented, therapeutic cancer vaccine, is currently being evaluated in two international, multi-center Phase 3 clinical trials for the treatment of metastatic melanoma. In December, the Company filed an IND to evaluate the use of Canvaxin™ in the treatment of late stage colon cancer. CancerVax is preparing a New Drug Submission in Canada based on significant Phase 2 results, which indicate that Canvaxin™ increases median overall survival in matched pair analyses. The Company recently announced the acquisition of Cell-Matrix, a biotechnology company with intellectual property and technology in the field of angiogenesis. CancerVax maintains corporate headquarters in Carlsbad, California, and a state-of-the-art biologics manufacturing facility in Los Angeles, California.

**Carrier Johnson Architects**  
1301 Third Avenue  
San Diego, CA 92101

Mr. Gordon Carrier, Principal  
(619) 239-2353 Fax: (619) 239-6227  
grc@carrierjohnson.com

Mr. Michael Johnson, Principal  
(619) 239-2353 Fax: (619) 239-6227  
mcj@carrierjohnson.com

www.carrierjohnson.com  
Local Employees: 100

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Headquartered in downtown San Diego, with offices in Irvine and San Francisco, Carrier Johnson is a design-centered architecture, interior design and urban design firm. With a practice focused on design excellence, technical expertise, and exceptional client service, Carrier Johnson provides unique design solutions for clients in the corporate, public and mixed-use market sectors. Carrier Johnson's recent projects include: RW Johnson Pharmaceutical Research Institute; Sony Technology Center; Peregrine Systems Corporate Center; Motorola, BCS Division (Formerly General Instrument); Scripps Research Institute Molecular & Experimental Medicine Facility; University of San Diego Science Center; The County of San Diego Hall of Justice, and the mixed-use development, Bridgeworks.



## San Diego Regional EDC

### Investors by Company

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#### **Catellus Urban Development Group, LLC**

401 West A Street, Suite 2125  
San Diego, CA 92101

Mr. William B. Scott, Jr., Senior Vice President,  
San Diego Development  
(619) 231-3602 Fax: (619) 696-9093  
william\_scott@catellus.com

Mr. Joel S. Mayne, Vice President, San Diego  
Leasing & Development  
(619) 231-3602 Fax: (619) 696-9093  
joel\_mayne@catellus.com

www.catellus.com  
Local Employees: 3

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Catellus Development Corporation is one of the nation's premiere diversified real estate development companies. The company specializes in developing, managing and investing in a broad range of product types including commercial, residential, office, retail and major urban development projects. It owns one of the largest portfolios of developable land in the western U.S., capable of supporting more than 44.8 million square feet of new commercial development and an estimated 15,700 residential units. Catellus is a leader in urban renewal projects in California, with major developments underway at San Francisco's Mission Bay, Los Angeles' Union Station and San Diego's Santa Fe Place.

#### **CB Richard Ellis, Inc.**

600 West Broadway, Suite 2100  
San Diego, CA 92101-4293

Ms. Michelle M. Candland, Managing Director  
(619) 696-8440 Fax: (619) 232-2462  
mcandland@cbrichardellis.com

Mr. Shane Harmon, Real Estate Agent  
(619) 236-1231 Fax: (619) 232-2462  
sharmon@cbre.com

www.cbrichardellis.com  
Local Employees: 175

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CB Richard Ellis (NYSE:CBG) is the world-market leader in real estate services. Headquartered in Los Angeles with over 9,000 employees worldwide, the company serves real estate owners, investors and occupiers through more than 200 principal offices in 29 countries. The company's core services portfolio includes property sales and leasing, property management, corporate advisory services and facilities management, mortgage banking, investment management, capital markets, appraisal/valuation and market research.

#### **CDC Small Business Finance**

925 Fort Stockton Drive  
San Diego, CA 92103

Mr. Kurt Chilcott, President & CEO  
(619) 291-3594 Fax: (619) 291-6954  
kchilcott@cdcloans.com

Ms. Kim Buttemer, Vice President, Administration  
(619) 291-3594 Fax: (619) 291-6954  
kbuttemer@cdcloans.com

www.cdcloans.com  
Local Employees: 43

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CDC Small Business Finance is a non-profit corporation chartered by the U.S. Small Business Administration to provide low-interest financing to small business owners throughout southern California. CDC is the top SBA lender in San Diego County and the leading SBA 504 lender nationwide. Its primary product is the SBA 504 loan, which offers 90% fixed rate financing for commercial real estate projects (purchase or construction). The low-interest, government guaranteed loans are fully amortized over a 20 year term. Additionally, CDC provides financing for refinance and business acquisitions. CDC's micro-loan program assists very small businesses unable to secure SBA or conventional financing with loans up to \$50,000. In addition, CDC packages loans for a wide variety of community lending products. Established in 1978, CDC has provided more than \$500 million in SBA financing to the region.

#### **Children's Hospital & Health Center**

3020 Children's Way, MC 5069  
San Diego, CA 92123-4282

Mr. Blair L. Sadler, President & CEO  
(858) 966-5911 Fax: (858) 966-8590  
bsadler@chsd.org

www.chsd.org  
Local Employees: 1,800

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As the only area hospital solely dedicated to pediatric care, Children's specially qualified clinical staff and affiliated physicians provide a full continuum of care designed to address the unique healthcare needs of children, from birth throughout adolescence. Within an award-winning healing environment, specifically designed to help kids get healthy and stay healthy, Children's clinical staff and affiliated physicians work in partnership with families to deliver the most optimum care. To meet its mission of restoring, sustaining and enhancing the health and developmental potential of children, Children's has become a complete health system for the children of San Diego. This year Children's was selected 7th in the nation of hospitals for children by *Children Magazine*.

**Cingular**

6170 Cornerstone Court, Suite 180  
San Diego, CA 92121

Mr. John Lindberg, Executive Director  
(858) 597-5301 Fax: (858) 5329  
john.lindberg@cingular.com

Ms. Mary Jo Ornelas, Executive Assistant  
(858) 597-5333 Fax: (858) 597-5329  
mary.jo.ornelas@cingular.com

www.cingular.com  
Local Employees: 130

Cingular Wireless is the second largest wireless company in the U.S. and is dedicated to self-expression and customer-friendly service. A leader in mobile voice and data communications, Cingular is a wireless company determined to promote the individual to a new level and to create a personal relationship with each of its customers. Cingular's vision is to expand rapidly by offering customers advanced technologies in simple, cost effective ways that permit them to tap the creative potential of wireless through their own self-expression. Cingular Wireless serves more than 21.2 million customers in 38 states, the District of Columbia and two US territories. Cingular operates in 42 of the top 50 markets nationwide. Cingular Interactive operates its wireless data service throughout the United States, covering more than 93 percent of the urban business population located in 492 Metropolitan Statistical Areas (MSAs) and non-MSAs with a total population of 200 million people.

**Cisterra Partners, LLC**

550 West C Street, Suite 1300  
San Diego, 92101

Mr. Todd J. Anson, Managing Member  
(619) 615-1241 Fax: (619) 615-0199  
tanson@cisterra.com

Mr. Steven L. Black, Managing Member  
(619) 615-1241 Fax: (619) 615-0199  
sblack@cisterra.com

www.cisterra.com  
Local Employees: 9

Cisterra was formed in 1999 to develop corporate campuses for high technology companies such as Cisco Systems in remote locations. Cisterra has been developing campuses for Cisco Systems in Boston, Amsterdam, and Ottawa that will total 6 million square feet. In 2001, Cisterra commenced the development of a new headquarters campus in San Diego for Idec Pharmaceuticals that will ultimately reach 768,000 square feet. Cisterra has a unique blend of talent ranging from development, to project/construction management to creative finance, including off-balance sheet financing. A major focus of the company has been the achievement of incentive packages from the host communities during the site selection process. Cisterra's corporate headquarters is in San Diego, with offices in Boston and Amsterdam.

**City National Bank**

4275 Executive Square, Suite 750  
La Jolla, CA 92037

Ms. Susan Ten Eyck, Senior Vice President & Manager  
(858) 642-4970 Fax: (858) 642-4952  
steneyck@cityntl.com

Ms. Bernadette Bach, Senior Vice President, Business Development  
(858) 642-4957 Fax: (858) 642-4952  
bbach@cityntl.com

www.cnb.com  
Local Employees: 2,060

Founded more than 47 years ago, City National Bank is California's Premier Private and Business Bank with \$9.8 billion in total assets and \$18.3 billion in assets under administration. City National Bank has 50 offices through San Diego, Orange, Los Angeles, Riverside, San Bernardino, Contra Costa, San Francisco, San Mateo, Santa Clara and Ventura counties. City National Bank delivers financial solution, exemplary service and industry-specific expertise to California's affluent individuals, entrepreneurs and successful businesses, with financial products and services that include commercial lending, private banking, trust and investments, international technology, cash management, SBA lending and commercial real estate.

**CityLink Investment Corporation**

2505 Congress Street, Suite 110  
San Diego, CA 92110

Mr. William D. Jones, President & CEO  
(619) 220-7094 Fax: (619) 220-7117  
wjonescitylink@aol.com

Ms. Debbie Brown, Project Administrator Executive Assistant  
(619) 220-7094 Fax: (619) 220-7117  
dbrowncitylink@aol.com

Local Employees: 5

CityLink Investment Corporation, a San Diego based for-profit corporation, was incorporated in April 1994 with William Jones serving as President and CEO. Price Entities provided initial start-up capital for CityLink. CityLink, backed by initial capital from corporations, foundations and individuals, acquires, develops and manages real estate ventures in selected urban areas. CityLink provides professional real estate and business management expertise. In March of 1995, William Jones acquired 100% interest in CityLink.



**San Diego Regional EDC**  
Investors by Company

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**Cloud 9 Shuttle**

3520 Kurtz Street  
San Diego, CA 92110

Mr. John S. Hawkins, President & CEO  
(858) 505-4950 Fax: (858) 574-8050  
jhawkins@cloud9shuttle.com

Mr. Mike Diehl, Vice President  
(858) 505-4950 Fax: (858) 574-8050  
mdiehl@cloud9shuttle.com

cloud9shuttle.com  
Local Employees: 400

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Cloud 9 Shuttle is San Diego's most popular airport ground transportation company. With a culturally diverse workforce of 400, Cloud 9 provides over 75% of "shared ride" transportation to and from Lindbergh Field. Cloud 9's fleet has also expanded into luxury vehicles as well as large capacity motor coaches. The mission at Cloud 9 Shuttle is to provide safe, reliable, clean and enjoyable ground transportation to visitors and residents of San Diego County at a cost that allows a secure and positive work place for employees, a fair return for investors and growth for the future.

**Coffee Ambassador**

11760 Sorrento Valley, Suite A  
San Diego, CA 92121

Mr. Sean Curtis, President  
(858) 453-8584 Fax: (858) 259-0743  
seanc@coffeeambassador.net

Ms. Jill Begemann, Sales Manager  
(858) 453-8584 Fax: (858) 259-0743  
jillb@coffeeambassador.net

www.coffeeambassador.net  
Local Employees: 33

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Thirty years ago, Coffee Ambassador was established with one goal in mind - to provide complete break room service to make coffee in your office an enjoyable experience. By all accounts, they've succeeded admirably. Coffee Ambassador was the first company in San Diego to form an exclusive alliance with Starbucks and Flavia Beverage Systems. And they've expanded their product selection to over 300 refreshment break items. They serve more than 250,000 cups of coffee a day to businesses throughout San Diego County, providing their clients with a hassle-free, turn-key solution that enables the client to focus on what they do best.

**Coldwell Banker Commercial Mid City Properties**

1660 Hotel Circle North, Suite 705  
San Diego, CA 92108

Mr. Bruce Sanders, President  
(619) 725-5300 Fax: (619) 692-0039  
bsanders@cbsandiego.com

Mr. Alan Scott, President  
(760) 517-5801 Fax: (760) 612-4801  
alanscott@coldwellbanker.com

Local Employees: 20

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Coldwell Banker Commercial Mid City Properties is a commercial real estate brokerage operation covering all of the San Diego market for leasing and selling industrial, office, retail and apartment investment, with a specialty in analytical evaluation of all lease and sales comparison. Their office has a high percentage of tenured sales staff, with the most CCIM's designated agents in the entire Coldwell Banker Commercial group located in one office.

**Colliers International**

4660 La Jolla Village Drive, Suite 200  
San Diego, CA 92122

Mr. James J. Zimsky, Managing Director, San Diego  
(858) 455-1515 Fax: (858) 546-9146  
jim\_zimsky@colliers.com

Mr. Bill Rodewald, Executive Managing Director, Southwest Region  
(760) 438-8950 Fax: (760) 438-8925  
bill\_rodewald@colliers.com

www.colliers.com  
Local Employees: 75

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Founded in 1898, Colliers International is one of the largest real estate service providers in the world with more than 250 offices in 52 countries. In greater San Diego and Northern Baja California, Colliers International has been providing integrated brokerage, property management, research and consulting services to clients since 1980. With offices throughout the county, Colliers is one of California's top-ranked commercial real estate firms. Their marketing and management professionals average more than 15 years of experience and are respected industry leaders, offering clients exceptional service and an unparalleled depth of market knowledge.

**Collins Development Company**

11750 Sorrento Valley Road  
San Diego, CA 92121

Mr. Harry Collins, President  
(858) 481-7767 Fax: (858) 259-5694

www.assetmanagement.com  
Local Employees: 80

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For more than 35 years, the Collins Companies have developed land in California. They are one of the largest private developers of retail, research and development, office, industrial, and laboratory space in San Diego. They manage a real estate portfolio valued in excess of \$500 million and serve 1,500 tenants. For more than three decades, they have met the dynamic needs of high technology and start-up businesses, and are long-term supporters of Scripps Hospital, the ARCS Foundation, the UCSD Chancellor's Associates, UCSD CONNECT, NAIOP, ICSC, and the Urban Land Institute.

**Comerica Bank**

701 B Street, Suite 600  
San Diego, CA 92101

Mr. Dino D'Auria, SVP, Group Manager Middle Market  
(619) 338-1541 Fax: (619) 234-2234  
dino\_j\_dauria@comerica.com

Mr. Michael Berrier, SVP, Group Manager Technology & Life Sciences  
(858) 509-2394 Fax: (858) 509-2365  
michael\_a\_berrier@comerica.com

www.comerica.com  
Local Employees: 50

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Comerica Bank is an innovative, full-service commercial bank, providing loans, deposit accounts, international banking, foreign exchange, electronic banking, and investment management. Comerica has had a fully staffed regional headquarters in San Diego for more than 25 years, and specializes in financial services to manufacturers, distributors and service providers. Comerica's Technology and Life Sciences Group has a specialty in working with early stage, high growth life science, and software and technology companies. Forbes Magazine continues to name Comerica as one of its "Platinum 400 - Best Companies". Let their experienced, creative bankers help you take your company to the next level of success.

**Cooley Godward**

4401 Eastgate Mall  
San Diego, CA 92121-9109

Mr. Frederick T. Muto, Partner  
(858) 550-6000 Fax: (858) 550-6420  
fmuto@cooley.com

Mr. Wain Fishburn, Partner  
(858) 550-6000 Fax: (858) 550-6420  
wfishburn@cooley.com

www.cooley.com  
Local Employees: 200

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Cooley Godward is the leader in the representation of entrepreneurial emerging and high-growth companies. Their clients are leading entrepreneurs, venture capitalists, financial service organizations, and private and public companies in all major fields. Their clients include companies such as AMCC, Amylin Pharmaceuticals, Concxent, Isis Pharmaceuticals, PocketvideoTechnologies, Titan and QUALCOMM. Focused to meet the specialized needs of technology companies, Cooley Godward has extensive experience in venture-backed financings, public offerings, mergers and acquisitions, strategic alliances, corporate partnering transactions, and intellectual property counseling.

**The Copley Press, Inc.**

7776 Ivanhoe Avenue  
La Jolla, CA 92037-1530

Mr. David Copley, Chairman, President & CEO  
(858) 454-0411 Fax: (858) 456-0486

Mr. Charles F. Patrick, Executive Vice President & COO  
(858) 454-0411 Fax: (858) 456-0486

www.signonsandiego.com  
Local Employees: 4,000

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The Copley Press, Inc., is privately owned and publishes 10 daily newspapers and 28 weeklies. It also operates the Copley News Service. The corporate headquarters are in La Jolla, California, and the flagship newspaper is The San Diego Union-Tribune. With its newspaper group, the corporation employs 4,000 employees. Total revenues in 2000 were \$565 million, and average daily circulation as of November 2001 was 693,000 copies. The Copley newspaper operations are clustered in four locations: San Diego, Los Angeles, Central Illinois around Springfield and Peoria, and Ohio.



## San Diego Regional EDC

### Investors by Company

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#### **The Corky McMillin Companies**

2727 Hoover Avenue  
National City, CA 91950

Mr. Ken Baumgartner, President & COO  
(619) 477-4117 Fax: (619) 336-3112  
kbaumgartner@mcmillin.com

Ms. Kim Elliott, Vice President  
(619) 477-4117 Fax: (619) 336-3112  
kelliott@mcmillin.com

www.mcmillin.com  
Local Employees: 410

Throughout San Diego County and beyond, perhaps no real estate organization is more widely recognized or respected than The Corky McMillin Companies. Founded in 1960 as a one-man home-building company by Macey L. (Corky) McMillin, the firm has grown over the past 38 years to become a full-service real estate organization. The five distinct McMillin companies are:

1. McMillin Land Development, specializing in the development of master-planned communities.
2. McMillin Homes, now building 13 new-home neighborhoods in Southern California.
3. McMillin Commercial, a commercial and industrial development and construction company.
4. McMillin Realty, San Diego County's largest independent real estate brokerage with property management and relocation divisions.
5. McMillin Mortgage, a financial services firm.

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#### **Corporate Moves of San Diego**

3570 Camino del Rio No., #100  
San Diego, CA 92108

Ms. Cathy Sadick, Director, Corporate Services  
(619) 243-7166 Fax: (619) 243-7177  
cathysadick@corpmoves.com

Ms. Judy Bailie, Vice President  
(619) 243-7166 Fax: (619) 243-7177  
judybailie@corpmoves.com

www.corpmoves.com  
Local Employees: 5

Corporate Moves of San Diego provides corporate relocation services to numerous San Diego-based high-tech and biotech companies as well as national companies making San Diego their home. Corporate Moves provides services and solutions for corporate relocation policies and programs. Partnering with human resource personnel, their services complement and enhance the corporation's relocation benefits. They offer a comprehensive menu of services including: recruiting facilitation, area orientations, interim housing placement, relocation/settling in services, real estate referrals, rental assistance, group move services, equity buy-out, cost management, origination city services, policy consultation & development. They provide the most knowledgeable, up to date and comprehensive relocation assistance programs in San Diego and They pride themselves on superior customer service. Corporate Moves sells San Diego!

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#### **CoStar Group**

9715 Business Park Avenue  
San Diego, CA 92131

Mr. Brian Jordon, Account Executive  
(858) 831-7264 Fax: (858) 831-7301  
bjordan@costargroup.com

www.costargroup.com  
Local Employees: 220

CoStar Group, the leading provider of information services to the U.S. commercial real estate industry, offers products that provide its customers access to accurate information on virtually every building in every major market. CoStar's 650-person research team interviews 1 million tenants, owners and brokers, drives 2 million miles for on-site building selections and examines more than 60 million public records. With over 18 years experience in the San Diego market, CoStar tracks over 3,000 office buildings and over 6,700 industrial buildings.

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#### **Cox Communications San Diego**

5159 Federal Boulevard  
San Diego, CA 92105-5486

Mr. William K. Geppert, Vice President & General Manager  
(619) 266-5353 Fax: (619) 266-5060  
bill.geppert@cox.com

Mr. Dan Novak, Vice President, Public Relations  
(619) 266-5062 Fax: (619) 266-5060  
dan.novak@cox.com

www.cox.com/sandiego  
Local Employees: 2,300

Cox Communications San Diego, nationally recognized for service and innovation, is a one-stop telecommunications source for homes and businesses, serving more than 530,000 customers. Offering more than 240 video and audio channels on digital cable, high-speed Internet service and digital telephone, Cox Communications invested half a billion dollars to build a broadband network that has helped San Diego County become a leader in the telecommunications revolution. Cox Communications' award-winning station, Channel 4 San Diego, telecasts 250 live sporting events a year, including the San Diego Padres, San Diego Spirit, Aztecs and Gulls. Named *One of the Best Companies to Work For in San Diego*, Cox Communications employees 2,300 individuals countrywide.

**CSU San Marcos**

San Marcos, CA 92096-0001

Dr. Alexander Gonzalez, President  
(760) 750-4040 Fax: (760) 750-4033  
alexg@csusm.edu

Ms. Carol J. Bonomo, Associate Vice President  
(760) 750-4049 Fax: (760) 750-3256  
cbonomo@csusm.edu

www.csusm.edu  
Local Employees: 1,150

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CSU San Marcos is the 20th campus to be established in the California State University system. It draws its 5,000+ students from North County, San Diego, Southern Riverside, and Southern Orange counties for programs in liberal arts, business, and teacher preparation. The campus has grown dramatically since its 1989 founding, and is one of the larger employers in North County. CSU San Marcos will continue to expand by approximately 10% each year.

**Cushman & Wakefield**

9255 Towne Centre Drive, Suite 450  
San Diego, CA 92121

Mr. Steve Rosetta, Senior Director  
(858) 597-5960 Fax: (858) 597-5961  
steve\_rosetta@cushwake.com

Mr. Buck Ramsey, Senior Director  
(858) 597-5960 Fax: (858) 597-5961  
buck\_ramsey@cushwake.com

www.cushwake.com

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Cushman & Wakefield is the preeminent international real estate service firm. Globally, Cushman & Wakefield manages 325 million square feet and is a market leader in all its businesses, including office and industrial brokerage, financial services, advisory services, asset services, corporate services, valuation advisory services, and research services. Founded in 1917, Cushman & Wakefield has 9,500 employees operating from 143 offices in 44 countries.

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## **D**

**Del Mar Office Products**

8025 Silverton Avenue  
San Diego, CA 92126

Mr. DeWayne Decker, Sales and Marketing  
Director  
(858) 408-2158 Fax: (858) 408-2177  
ddecker@delmaroffice.com

Mr. Bruce Howe, President  
(858) 408-6600 Fax: (858) 408-2177  
bhowe@delmaroffice.com

www.delmaroffice.com  
Local Employees: 43

Del Mar Office Products is a fast growing locally owned and operated commercial office supply and quick printing company. A semi-annual 3,000-item catalog is published with prices that beat superstores headquartered out of state. To insure lowest price, commodity items are updated weekly. Our full-service business center includes a XEROX Docutech and color CANON CLC 1000 for high-speed digital printing. Files are accepted electronically or from originals. Del Mar Office Products offers free delivery in San Diego County and free pickup and delivery for business service center work. For 25 years, Del Mar Office Products has been providing San Diego companies with friendly, knowledgeable service and a low acquisition cost.



**San Diego Regional EDC**  
Investors by Company

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**Deloitte & Touche**  
701 B Street, Suite 1900  
San Diego, CA 92101

Ms. Theresa J. Drew, Office Managing Partner  
(619) 237-6502 Fax: (619) 615-4930  
tdrew@deloitte.com

Mr. Stuart Sechriest, Senior Marketing Manager  
(619) 237-6731 Fax: (619) 231-4512  
ssechriest@deloitte.com

www.deloitte.com  
Local Employees: 181

Deloitte & Touche is one of San Diego's leading professional services firms, providing accounting, tax, and management consulting services through more than 180 people locally and through almost 92,000 people worldwide. Known as an employer of choice for its innovative human resources programs, Deloitte & Touche has been recognized as one of the "100 Best Companies to Work For in America" by *Fortune* magazine for four consecutive years. The firm's mission is to help its clients and its people excel. In San Diego, Deloitte & Touche has a broad range of clients, from emerging growth to Fortune 500 companies. The firm is a leader in a number of industries, including technology, manufacturing, financial services, construction, real estate, energy, health care, retail, utilities, and not-for-profit. The firm has an active and growing practice with an emphasis on international manufacturing, high-tech, and biotech companies, and its clients include Sempra, SAIC, Children's Hospital, Ligand Pharmaceuticals, and Scripps Health. At Deloitte & Touche, close and continuous communication with Their clients is one of their top priorities. In addition, as a leader in the San Diego business community, Deloitte & Touche is dedicated to making San Diego a better place to live and work.

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**Donovan's Steak & Chop House**  
4340 La Jolla Village Drive  
San Diego, CA 92122

Mr. Daniel R. Shea, Partner  
(858) 756-8887 Fax: (858) 450-6664  
dan@paradigminvest.com

Mr. Jim MacDonough, Managing Partner  
(858) 756-8887 Fax: (858) 450-6664  
j.macdonough@hotmail.com

www.donovanslajolla.com  
Local Employees: 65

Donovan's ambience is intimate and upscale. The imported mahogany walls, classic mirrored bare, and limited edition bronzes exude Old World richness and elegance. Donovan's serves 100% USDA Prime beef, 100% of the time. Our special high temperature slow cooking process results in the most tender and flavorful steak available. The staff specializes in friendly, attentive, unobtrusive service. The sommelier has sculpted our list of more than 800 wines selections to represent the best the world has to offer. Donovan's five unique private rooms can accommodate parties from eight to fifty. *The Union Tribune* says, "Donovan's is the perfect place for parties." You deserve America's finest dining experience. Come discover Donovan's.

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**Douglas Allred Company**  
11512 El Camino Real, Suite 100  
San Diego, CA 92130

Mr. Douglas O. Allred, President  
(858) 793-0202 Fax: (858) 793-5363  
Doug\_allred@douglasallredco.com

Local Employees: 26

In 1970, Douglas Allred entered the real estate development and asset management business, with the purpose of developing a portfolio of properties, which would provide lasting value, both functionally and financially. Today, the company stands as a recognized leader in the real estate development and asset management industries with over \$1 billion worth of development. The company is an experienced, full service real estate company with a reputation for distinctive, innovative projects of the highest quality.

**douglas e. barnhart, inc.**

10760 Thoinmint Road  
San Diego, CA 92127

Mr. Douglas E. Barnhart, President/Chief  
Executive Officer  
(858) 385-8200 Fax: (858) 385-8201

Mr. William Sharp, President  
(858) 385-8200 Fax: (858) 385-8201  
bsharp@debconstruct.com

www.debconstruct.com  
Local Employees: 215

Douglas E. Barnhart, Inc. is *Engineering News Record's* 13th Largest Educational Builder in the nation, and among the top 240 contractors nationwide. Locally, the construction company has been building San Diego since 1983, specializing in educational, defense, commercial, recreational, and municipal facilities. This year, Barnhart ranked as the largest locally headquartered construction firm by the *San Diego Business Journal*. Barnhart is also the 20th largest defense contractor in San Diego, according to the San Diego Regional Chamber of Commerce. High profile projects include the Convention Center Sails Pavilion Enhancements, Lindbergh Field Terminal 2 Expansion, Tony Gwynn Stadium, San Diego Chargers Training Facility, Cuicacalli Residential Suites and Dining Complex at SDSU, UCSD Gilman Drive and North Campus Parking Structures, Viejas Casino & Turf Club, and CityLink Urban Village. Barnhart is part of the San Diego Ballpark Builders joint venture team to construct the new Ballpark in San Diego and serves as Construction Manager for Chula Vista Elementary, Del Mar Elementary, Valley Center, South Bay Union, Nuview, Temecula Valley Unified, Tustin Unified, Placerville Union, Mesa Union, Poway Unified school districts.

---

**DPR Construction**

6333 Greenwich Drive, Suite 170  
San Diego, CA 92122

Ms. Christy Daly-Pranzo, Marketing Department  
Manager  
(858) 597-7070 Fax: (858) 597-7001  
ChristyD@DPRINC.com

Mr. Peter A. Salvati, General Manager  
(858) 597-7070 Fax: (858) 597-7001  
PeterS@DPRINC.com

www.dprinc.com  
Local Employees: 496

Founded in 1990, DPR Construction, Inc. is a national construction management and general contracting firm committed to private-sector owners. DPR specializes in the construction of technical laboratories, high-tech manufacturing space for the biotech/pharmaceuticals and microelectronic industries, healthcare facilities, and corporate office buildings. Their projects range in value from under \$1 million to more than \$250 million with an annual volume exceeding \$2 billion. Currently their permanent construction management staff numbers more than 750 professionals from area offices in San Diego, Redwood City, San Francisco, Newport Beach, San Jose, Sacramento, Phoenix, Denver, Austin, Seattle, Portland, Fairfax, and Richmond.

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**Duke Energy North America**

505 14th Street, Suite 940  
Oakland, CA 94612

Mr. Mark Seedall, Director Plant Modernization  
(510) 251-6807 Fax: (510) 251-6805  
maseedall@duke-energy.com

Mr. Randy Hickok, Senior Director  
(805) 595-5595 Fax: (805) 595-5592  
rjhickok@duke-energy.com

www.duke-energy.com  
Local Employees: 300

Duke Energy North America (DENA), based in Houston, Texas, is a producer and marketer of wholesale electricity and natural gas throughout North America. DENA operates four plants in California with a combined output of 3,300 MWs. DENA's California operations are managed from its Morro Bay, California office.



**San Diego Regional EDC**  
Investors by Company

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## ***E***

**Earl Walls Associates**

5348 Carroll Canyon Road  
San Diego, CA 92121

Ms. Olga Bastiaannet Fisher, Director of Client Services

(858) 457-2400 Fax: (858) 450-3318  
ofisher@ewalab.com

Mr. Daniel P. Brogon, President & CEO

(858) 457-2400 Fax: (858) 450-3318  
dgrogon@ewalab.com

www.ewalab.com

Local Employees: 55

---

Earl Walls Associates (EWA) is a firm dedicated to the programming and design of laboratories for commerce, government, academia, healthcare, and institutional research. Founded in 1961, EWA is known worldwide as the firm who set the standard for modern laboratory planning with the design of the Salk Institute. EWA has earned the reputation as the leader in their field, participating in over 1,500 laboratory projects. EWA has been honored 18 times by *R&D Magazine's* "Laboratory of the Year" Competition and was awarded the AIA's 1996 Institute Honor in recognition of the firm's distinguished achievements.

**The EastLake Company**

900 Lane Avenue, Suite 100  
Chula Vista, CA 91914

Mr. William T. Ostrem, President & CEO

(619) 421-0127 Fax: (619) 421-1830  
ostrem@eastlakeco.com

www.eastlake.net

Local Employees: 20

---

The EastLake Company is the master planning concern and developer to the award winning EastLake Community. This 3,200-acre project contains a full range of residential holdings, 250-acre business park, 200 acres of commercial development and all related facilities. EastLake is the home of the Arco Olympic Training Center, the US Olympic Committee's only year-round warm weather training facility.

**The Eastridge Group**

2355 Northside Drive, Suite 100  
San Diego, CA 92108

Ms. Debbie Dunn, Regional Manager

(619) 260-2003 Fax: (619) 280-1301  
ddunn@eastridge.com

Ms. Alison Prager, Client Services Manager

(619) 260-2142 Fax: (619) 280-1319  
alf@eastridge.com

www.eastridgegroup.com

Local Employees: 200

---

The Eastridge Group recruits, evaluates and places all levels of office personnel for temporary employment on a short – or long-term basis. Their light industrial division also is prepared to provide organizations with skilled and non-skilled labor for a variety of general projects. Eastridge is the umbrella organization for several specialty staffing "boutiques" including Exclusively Legal, Medical Resources Staffing, Eastridge Infotech, HR Solutions, Eastridge Technical Staffing and Eastridge Direct Hire.

**Élan**

7475 Lusk Boulevard  
San Diego, CA 92121-5796

Mr. Michael George, President, North America

(858) 784-6389 Fax: (858) 457-8009  
michael.george@elan.com

www.elan.com

Local Employees: 1,000

---

Élan is a developer and marketer of prescription pharmaceutical products for the treatment of allergies, asthma, and related respiratory conditions. Élan's mission is to be the leading pharmaceutical marketing and pulmonary drug delivery company focused on the high-growth U.S. respiratory market. Élan's strategy is: (1) to acquire prescription pharmaceuticals and/or develop or market pharmaceuticals targeted at high-prescribing respiratory physicians, and (2) to develop Spiros®, a proprietary pulmonary drug delivery system.

**douglas e. barnhart, inc.**

10760 Thoinmint Road  
San Diego, CA 92127

Mr. Douglas E. Barnhart, President/Chief  
Executive Officer  
(858) 385-8200 Fax: (858) 385-8201

Mr. William Sharp, President  
(858) 385-8200 Fax: (858) 385-8201  
bsharp@debconstruct.com

www.debconstruct.com  
Local Employees: 215

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Ms. Christy Daly-Pranzo, Marketing Department  
Manager  
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ChristyD@DPRINC.com

Mr. Peter A. Salvati, General Manager  
(858) 597-7070 Fax: (858) 597-7001  
PeterS@DPRINC.com

www.dprinc.com  
Local Employees: 496

Founded in 1990, DPR Construction, Inc. is a national construction management and general contracting firm committed to private-sector owners. DPR specializes in the construction of technical laboratories, high-tech manufacturing space for the biotech/pharmaceuticals and microelectronic industries, healthcare facilities, and corporate office buildings. Their projects range in value from under \$1 million to more than \$250 million with an annual volume exceeding \$2 billion. Currently their permanent construction management staff numbers more than 750 professionals from area offices in San Diego, Redwood City, San Francisco, Newport Beach, San Jose, Sacramento, Phoenix, Denver, Austin, Seattle, Portland, Fairfax, and Richmond.

---

**Duke Energy North America**

505 14th Street, Suite 940  
Oakland, CA 94612

Mr. Mark Seedall, Director Plant Modernization  
(510) 251-6807 Fax: (510) 251-6805  
maseedall@duke-energy.com

Mr. Randy Hickok, Senior Director  
(805) 595-5595 Fax: (805) 595-5592  
rjhickok@duke-energy.com

www.duke-energy.com  
Local Employees: 300

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**San Diego Regional EDC**  
Investors by Company

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**E**

**Earl Walls Associates**  
5348 Carroll Canyon Road  
San Diego, CA 92121

Ms. Olga Bastiaannet Fisher, Director of Client Services  
(858) 457-2400 Fax: (858) 450-3318  
ofisher@ewalab.com

Mr. Daniel P. Brogon, President & CEO  
(858) 457-2400 Fax: (858) 450-3318  
dgrogon@ewalab.com

www.ewalab.com  
Local Employees: 55

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**The EastLake Company**  
900 Lane Avenue, Suite 100  
Chula Vista, CA 91914

Mr. William T. Ostrem, President & CEO  
(619) 421-0127 Fax: (619) 421-1830  
ostrem@eastlakeco.com

www.eastlake.net  
Local Employees: 20

---

The EastLake Company is the master planning concern and developer to the award winning EastLake Community. This 3,200-acre project contains a full range of residential holdings, 250-acre business park, 200 acres of commercial development and all related facilities. EastLake is the home of the Arco Olympic Training Center, the US Olympic Committee's only year-round warm weather training facility.

**The Eastridge Group**  
2355 Northside Drive, Suite 100  
San Diego, CA 92108

Ms. Debbie Dunn, Regional Manager  
(619) 260-2003 Fax: (619) 280-1301  
ddunn@eastridge.com

Ms. Alison Prager, Client Services Manager  
(619) 260-2142 Fax: (619) 280-1319  
alf@eastridge.com

www.eastridgegroup.com  
Local Employees: 200

---

The Eastridge Group recruits, evaluates and places all levels of office personnel for temporary employment on a short – or long-term basis. Their light industrial division also is prepared to provide organizations with skilled and non-skilled labor for a variety of general projects. Eastridge is the umbrella organization for several specialty staffing "boutiques" including Exclusively Legal, Medical Resources Staffing, Eastridge Infotech, HR Solutions, Eastridge Technical Staffing and Eastridge Direct Hire.

**Élan**  
7475 Lusk Boulevard  
San Diego, CA 92121-5796

Mr. Michael George, President, North America  
(858) 784-6389 Fax: (858) 457-8009  
michael.george@elan.com

www.elan.com  
Local Employees: 1,000

---

Élan is a developer and marketer of prescription pharmaceutical products for the treatment of allergies, asthma, and related respiratory conditions. Élan's mission is to be the leading pharmaceutical marketing and pulmonary drug delivery company focused on the high-growth U.S. respiratory market. Élan's strategy is: (1) to acquire prescription pharmaceuticals and/or develop or market pharmaceuticals targeted at high-prescribing respiratory physicians, and (2) to develop Spiros®, a proprietary pulmonary drug delivery system.

**Environmental Business Solutions Inc.**

8799 Balboa Avenue, Suite 290  
San Diego, CA 92123

Mr. Daniel E. Johnson, Principal  
(858) 571-5500 Fax: (858) 571-5357  
danj@ebsenvironmental.com

Ms. Tessa McRac, Vice President  
(858) 571-5500 Fax: (858) 571-5357  
tessam@ebsenvironmental.com

www.ebsenvironmental.com  
Local Employees: 22

Founded in 1992, Environmental Business Solutions, Inc. (EBS) is a San Diego based consulting firm specializing in environmental site investigation and cleanup. EBS is supported by its parent company, SCS Engineers, an international engineering firm with more than 350 professionals in 20 offices. With experience in more than 1,000 projects, EBS helps businesses and organizations to identify environmental concerns and manage, negotiate, and mitigate environmental problems. Services include site assessment (Phase I and II), remediation, risk assessment, litigation support, and consulting on regulatory and storm water compliance, underground storage tanks and state cleanup fund reimbursement, brownfields development, and ISO 14001 compliance. EBS' more notable clients include the Centre City Development Corporation (downtown ballpark district), San Diego City Schools, San Diego Port District, City of San Diego, San Diego Hospice, and many local banks, law firms, developers and redevelopment agencies.

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**Ernst & Young**

501 West Broadway, Suite 1100  
San Diego, CA 92101

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(619) 235-5006 Fax: (619) 235-5151  
john.belli@ey.com

Ms. Irene Veca, Marketing Director  
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Irene.Veca@ey.com

www.ey.com  
Local Employees: 175

Ernst & Young, a global leader in professional services, understands the business issues that are important to senior executives. With extensive business knowledge and hands-on industry experience, the global Ernst & Young organization can implement a broad array of solutions to help companies capture growth, improve financial performance and manage risk - anywhere in the world. Its 84,000 people serve as trusted business advisers in more than 130 countries, offering audit, tax, corporate finance and transaction services across all industries to many of today's leading global corporations as well as emerging growth companies. In addition, legal services are available in various parts of the world where permitted. A collection of Ernst & Young's views on a variety of business issues can be found at [www.eyi.com/thoughtcenter](http://www.eyi.com/thoughtcenter).

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**Evans Hotels**

998 W. Mission Bay Drive  
San Diego, CA 92109

Ms. Grace Cherashore, CEO  
(858) 539-7600 Fax: (858) 488-2524  
gcherashore@evanshotels.com

Ms. Terri Josselyn, Executive Assistant  
(858) 539-7600 Fax: (858) 488-2524  
tjosselyn@evanshotels.com

Local Employees: 1,125

Evans Hotels owns and manages visitor-serving properties, most notably the Bahia and Catamaran Hotels on Mission Bay and the Lodge at Torrey Pines located at the Torrey Pines Golf Course, as well as a variety of recreation and income properties in San Diego and Orange Counties.

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**F**

**First Choice Executive Suites**

7825 Fay Avenue, Suite 200  
La Jolla, CA 92037

Ms. Karen Hamilton, President & CEO  
(858) 456-5750 Fax: (858) 454-2679  
karen-1stchoice@worldnet.att.net

www.sdexecutivesuites.com  
Local Employees: 14

First Choice specializes in short term leases for companies in transit and waiting for conventional space to be built out. They provide corporate images for individuals who work in a virtual company but need an image for its clients. Their suites are centrally located within 20 minutes from the airport in beautiful downtown La Jolla, exciting downtown San Diego, and centrally situated in Mission Valley at the I-15 and I-8 intersection. Single and multi-offices available within a 24-hour notice.



**San Diego Regional EDC**  
Investors by Company

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**First National Bank**

401 West A Street  
San Diego, CA 92101-7917

Mr. Dan Mathis, President & CEO  
(619) 233-5588 Fax: (619) 235-1272

www.banksandiego.com  
Local Employees: 280

First National Bank is San Diego's premier business bank. Established in 1981, First National Bank combines the expertise of a large financial institution with the local decision-making and more personalized service expected of a locally based bank. FNB offers a broad array of business and individual banking products and services, including small business, corporate and real estate lending, investment management and trust. FNB is also San Diego's recognized leader in the field of international banking, trade finance and foreign exchange and offers a wide array of products and services to meet the challenging financial needs of the new global marketplace.

**Foley & Lardner**

402 W. Broadway, 23rd Floor  
San Diego, CA 92101

Mr. Larry Marshall, Partner  
(619) 234-6655 Fax: (619) 234-3510  
lmarshall@foleylaw.com

Mr. Gregory Moser, Partner  
(619) 234-6655 Fax: (619) 234-3510  
gmoser@foleylaw.com

www.foleylaw.com  
Local Employees: 101

Foley & Lardner is one of the largest law firms in the U.S. with more than 1000 attorneys in 16 cities in the U.S. and Europe. Foley & Lardner's San Diego office specializes in healthcare law (including biotechnology and bioscience), municipal law, schools and special district law, real estate and eminent domain, securities, labor and employment law, intellectual property law, general corporate and related litigation.

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**G**

**Gateway**

14303 Gateway Place  
Poway, CA 92064

Mr. Brad Shaw, Senior Vice President, Corporate Communications  
(858) 848-3957 Fax: (858) 848-3872  
brad.shaw@gateway.com

Ms. Anita Gomes, Manager of Community Relations  
(858) 848-2589 Fax: (858) 848-3847  
anita.gomes@gateway.com

www.gateway.com  
Local Employees: 15,000

Gateway (NYSE: GTW), a personal technology company, improves people's lives through a combination of the latest and best hardware, communication tools, applications, training and service, all wrapped in a custom financing package. The company takes a localized approach utilizing its Web site, call centers and nationwide network of Gateway retail stores to build direct relationships with consumers, small and medium businesses and government and education institutions. A Fortune 500® company founded in 1985, Gateway is ranked as the most admired American company in the Computers and Office Equipment industry in a Fortune magazine survey<sup>1</sup> and is the top brand in customer loyalty and for first-time home computer purchases of Wintel-based PC's<sup>2</sup>.

<sup>1</sup>Fortune Magazine, "America's Most Admired Companies," February 19, 2001

<sup>2</sup>From the Harris Interactive Consumer TechPoll (SM) study of 140,000 PC owners who use the Internet, released March 5, 2001.

**Gavin & Gavin Advertising, Inc.**

3170 Fourth Avenue Suite 250  
San Diego, CA 92103

Mr. Robert Gavin, Partner/CEO  
(619) 686-8500 Fax: (619) 686-8510  
adv@gavinandgavin.com

www.gavinandgavin.com  
Local Employees: 6

Gavin & Gavin is a full-service advertising agency specializing in marketing, media, creative, and promotional disciplines. They currently represent 30 clients in six Western cities. The firm's business is spread between San Diego's executive, legal, academic, and recruitment sector; design and collateral intensive banking, brokerage and motivational firms; and consumer-oriented heavy broadcast multi-unit retailers.

**General Atomic**

P.O. Box 85608  
San Diego, CA 92186-5608

Mr. Max D. Kemp, Senior Vice President & CFO  
(858) 455-3665 Fax: (858) 455-4215  
max.kemp@gat.com

Ms. Susan Lowenstam, Vice President & General  
Counsel  
(858) 455-3000 Fax: (858) 455-3621

www.ga.com  
Local Employees: 1,600

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General Atomic specializes in diversified research and development in energy, defense, and other advanced technologies. Their activities include controlled fusion research, modular helium reactors for electric power generation, research reactors, unmanned aerial vehicles, advanced computing, environmental cleanup, electronic instrumentation, and super conducting magnets.

**Gen-Probe Incorporated**

10210 Genetic Center Drive  
San Diego, CA 92121-4362

Mr. Henry L. Nordhoff, President & CEO  
(858) 410-8902 Fax: (858) 410-8182  
hankn@gen-probe.com

Ms. Robin Vedova, Vice President, Human  
Resources  
(858) 410-8999 Fax: (858) 410-8182  
robinr@gen-probe.com

www.gen-probe.com  
Local Employees: 699

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Gen-Probe is recognized as a world leader in the development, manufacture and commercialization of genetic probe tests for diagnosing human disease. The company develops and markets DNA probe products that test for a wide range of microorganisms that cause tuberculosis, strep throat, pneumonia, fungal infections, and sexually transmitted diseases such as Chlamydia and gonorrhea. Gen-Probe has developed a proprietary amplification technology called Transcription-Medicated Amplification (TMA) and markets amplified assays for the detection of Mycobacterium tuberculosis and Chlamydia trachomatis. The company has received FDA clearance for 40 products and is currently developing an amplified HIV/HCV blood screening test and diagnostics for the detection of cancer.

**GEOCON Inc.**

6960 Flanders Drive  
San Diego, CA 92121-2974

Mr. Michael Chapin, President/CEO  
(858) 558-6900 Fax: (858) 558-6159  
chapin@geoconinc.com

Mr. William Clevenger, Director of Business  
Development  
(858) 558-6900 Fax: (858) 558-6159  
clevenger@geoconinc.com

www.geoconinc.com  
Local Employees: 90

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Geocon Incorporated, headquartered in San Diego since its inception (1971), is a geotechnical and geological engineering consulting firm providing clients with sound, innovative and economically viable solutions for geoenvironmental concerns with a highly qualified experienced staff of specialists in engineering, geology, environmental science, hydrogeology, geophysics, chemistry and historical research. Each engineer and geologist is equipped with a personal computer, with direct access to all in-house geotechnical engineering software including the latest versions of SLOPEW, SEEPW, GRLWEAP, EQFAULT, and EQSEARCH. Our soil laboratory and subsurface exploration facilities include state-of-the-art equipment to not only obtain samples and perform tests efficiently, but also provide reliable accurate test results. Under the direction of a responsive management team, modern facilities and equipment, Geocon's Quality Assurance/Control Program encompasses all activities with special attention to field exploration, laboratory testing, technical analyses and written communications.

**Gildred Development Company**

550 West C Street, Suite 1820  
San Diego, CA 92101-3509

Mr. George Gildred, Owner  
(619) 232-6361 Fax: (619) 696-0991  
ggildred@abac.com

Local Employees: 15

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The Gildreds own and manage multi-tenant industrial parks in Southern California.



**San Diego Regional EDC**  
Investors by Company

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**Goodrich Corporation**

850 Lagoon Drive  
Chula Vista, CA 91910

Mr. Ken Wood, Vice President  
(619) 691-2813 Fax: (619) 691-2222  
ken.wood@goodrich.com

Mr. Art Sellgren, Director  
(619) 691-3248 Fax: (619) 691-3671  
art.sellgren@goodrich.com

www.aerostructures.goodrich.com  
Local Employees: 2,400

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The Aerostructures Group, a division of Goodrich Corporation, is the leading independent supplier of nacelle and pylon systems to the world's major commercial airframe and engine makers. The Aerostructures Group also provides a broad range of other specialized aerostructures for commercial, military and space applications.

**Gray Cary Ware & Freidenrich**

401 B Street, Suite 2000  
San Diego, CA 92101-4240

Mr. J. Terence O'Malley, Chairman/CEO  
(858) 638-6786 Fax: (858) 677-1477  
tomalley@graycary.com

Ms. Natalie Guishar, Marketing Specialist  
(858) 638-6723 Fax: (858) 677-1477  
nguishar@graycary.com

www.graycary.com  
Local Employees: 1,000

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Gray Cary Ware & Freidenrich LLP is a law firm specializing in the representation of emerging growth and high technology companies, with more than 450 attorneys practicing firm wide in San Diego, Palo Alto, San Francisco, Sacramento, Seattle and Austin. Clients include public and private companies, at all stages of growth, from start-ups to Fortune 500 companies. Gray Cary is organized into distinct practice areas based on specific industries or complementary areas of law. Service is delivered by client teams, which provide expertise, responsiveness, and cost-effective solutions that meet the particular needs of each client. Attorneys work as business counselors to the client's management team, providing practical, innovative solutions, as well as sound legal advice.

**The Greystone Group**

P.O. Box 3295  
Escondido, CA 92033-3295

Mr. Jack C. Raymond, Chairman  
(760) 745-2400 Fax: (760) 745-2688  
Jcraymond3@hotmail.com

Local Employees: 12

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The Greystone Group specializes in asset management of private capital investments.

***H***

**Hawthorne Machinery Co.**

16945 Camino San Bernardo  
San Diego, CA 92127-2499

Mr. TK Ness, President  
(858) 674-7000 Fax: (858) 674-7160  
tness@hmc.cc

Mr. Bob D. Price, Executive Vice President  
(858) 974-6810 Fax: (858) 974-6819  
bobprice@hps.cc

www.hawthornemachinery.com  
Local Employees: 550

Hawthorne Machinery Co. is an authorized Caterpillar Dealer providing sales, rental, parts and service of Caterpillar equipment.

**HDR Architecture, Inc.**

9444 Farnham Street, Suite 300  
San Diego, CA 92123

Mr. Gregory J. Mellberg, AIA, Senior Vice  
President

(858) 712-8400 Fax: (858) 712-8333  
gmellber@hdrinc.com

www.hdrinc.com/arch

Local Employees: 2,800

HDR Architecture offers comprehensive planning and design services from 50 offices located throughout the United States, Mexico, and the United Kingdom. With a staff of more than 2,800 talented professionals, HDR provides quality services in architecture, engineering, consulting, planning, interiors, and project development. Their services are complemented by specialties in the biosciences, corporate, education, healthcare, justice and microelectronics industries. The firm's combined expertise allows them the unique ability to offer unparalleled service to an impressive and diverse clientele including Eli Lilly, Guidant, Bio-Rad, Bayer, The Scripps Research Institute, Amgen, Ligand Pharmaceuticals, Advanced Tissue Sciences, Aurora Biosciences, ST Microelectronics, LSI Logic, Micron, Motorola, and Hewlett-Packard.

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**Hecht, Solberg, Robinson & Goldberg**

600 West Broadway, 8th Floor  
San Diego, CA 92101

Mr. Paul E. Robinson, Partner

(619) 239-3444 Fax: (619) 232-6828  
per@hsrg.com

www.hsrg.com

Local Employees: 25

Founded in 1972, HECHT, SOLBERG, ROBINSON & GOLDBERG LLP has grown into a regional law firm with a sophisticated practice and a clientele that includes Fortune 500 companies, major real estate developers, banks, general businesses and individuals. In professional stature, in quality of work, and in experience with complex transactions and litigation, the attorneys of HECHT, SOLBERG, ROBINSON & GOLDBERG LLP are able to compete favorably with attorneys from the largest firms.

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**Heller Ehrman White & McAuliffe LLP**

4350 La Jolla Village Drive, 7th Floor  
San Diego, CA 92037-1246

Ms. Wendy Smith, Marketing Manager

(858) 450-8448 Fax: (858) 450-8499  
wsmith@hewm.com

www.hewm.com

Local Employees: 50

One of the fastest-growing law firms in the nation, Heller Ehrman opened its San Diego office in 1998 to serve the region's high tech industries. Since its opening, the office has grown to almost 50 professionals, and is home to Heller Ehrman's largest group of patent practitioners, many of whom have Ph.D.s. The office represents both privately-owned and publicly-held businesses in the life sciences, information technology and telecommunications industries and provides a full spectrum of services for both emerging and mature companies, including corporate finance, mergers and acquisitions, patent and trademark prosecution, licensing, strategic alliances, FDA representation, intellectual property litigation, securities litigation, labor and employment counseling and litigation, executive compensation and tax.

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**H.G. Fenton Company**

7588 Metropolitan Drive  
San Diego, CA 92108

Mr. Mike Neal, President/COO

(619) 400-0120

Local Employees: 67

Founded in 1906 by Henry G. Fenton, The H.G. Fenton Company is one of San Diego's oldest and most respected real estate firms. The San Diego-based firm owns and manages its own real estate, with a focus on providing industrial warehouse space and quality multi-family residences for the greater San Diego community. The company also invests and develops real estate for its own portfolio and for sale. The H.G. Fenton Company is committed to providing the best in expertise, service and quality. As the company looks to the future, it can be counted on to continue its tradition of service and integrity - principles that are evidenced daily by its dedication to its tenants, clients, employees and the San Diego community.

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**San Diego Regional EDC**  
Investors by Company

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**HNC Software, Inc.**

5935 Cornerstone Court West  
San Diego, CA 92121-3728

Ms. Jane Leonard, Vice President Corporate  
Relations  
(858) 799-8376 Fax: (858) 909-4305  
jll@hnc.com

Ms. Melinda Bateman, Corporate Relations  
Manager  
(858) 799-8370 Fax: (858) 909-4305  
mb@hnc.com

www.hnc.com  
Local Employees: 300

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HNC is a leading provider of high-end analytic and decision management software that enables global companies to manage customer interactions by converting data and business experiences into real-time recommendations designed to increase revenues and decrease risk. HNC's proven software empowers global 2000 companies in the financial services, insurance, telecommunications and other industries to make millions of the right mission critical customer decisions and take action before a risk materializes or an opportunity disappears.

**Howard Leight Industries**

7828 Waterville Road  
San Diego, CA 92154

Mr. Karl Morgan, Controller  
(619) 661-8383 Fax: (619) 671-1353  
kmorgan@howardleight.com

Mr. Ed Woo, Vice President, R&D and QA  
(619) 661-8383 Fax: (619) 671-1353  
ewoo@howardleight.com

www.howardleight.com  
Local Employees: 250

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Howard Leight Industries, the leader in hearing protection innovation for more than 25 years, relocated to San Diego in August 1996. They take pride in providing some of the most comfortable and effective hearing protection products available from their factories in San Diego and Tijuana. Howard Leight Industries is a division of Bacou-Dalloz, the world leader in personal protection equipment, providing head-to-toe safety equipment to people around the globe. They regard Otay Mesa as an ideal location for their business, and hope to remain and continue growing their presence in the San Diego area.

**I**

**IDEC Pharmaceuticals**

3030 Callan Road  
San Diego, CA 92121

Dr. William H. Rastetter, Chairman, CEO &  
President  
(858) 431-8500 Fax: (858) 431-8750

Ms. Laura Burness, Executive Assistant  
(619) 550-8596 Fax: (858) 431-8750

www.idecpharm.com  
Local Employees: 650

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IDEC Pharmaceuticals is a biopharmaceutical company engaged primarily in the research, development, and commercialization of targeted therapies for the treatment of cancer and autoimmune and inflammatory diseases. Their first commercial product, Rituxan (Rituximab), and their most advanced product candidate, Zevalin (Ibritumomab Tiuxetan), are for use in the treatment of certain B-cell non-Hodgkin's lymphomas (NHL). B-cell NHLs currently afflict approximately 300,000 patients in the United States. First commercialized product Rituxan is the monoclonal antibody to receive FDA approval for the treatment of cancer in the United States and has been the most successful commercial launch of an anti-cancer product ever, based on first year sales of \$152 million in 1998.

**Interior Architecture**

1370 India Street, Suite 100  
San Diego, CA 92101-3418

Mr. Charles Almack, Partner  
(619) 230-1244 Fax: (619) 230-1245  
almack@interiorarch.com

Ms. Rita Monares, Partner  
(619) 230-1244 Fax: (619) 230-1245  
monares@interiorarch.com

www.interiorarch.com  
Local Employees: 8

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Interior Architecture provides a dedicated, responsive, technology driven interior design practice, as it has since it was established in 1991. Their principals utilize 30 plus years of varied project experience demonstrated through leadership capabilities in project management, while maintaining design excellence. Their repeat clients are representative of the relationships acquired while providing quality service through hands-on principal involvement. As a result, the firm produces "in program, on time and within budget" projects. Their design team includes registered architects, interior design professionals, graphic designers, artists, business and computer specialists. Interior Architecture prides themselves in viewing each project with individualism allowing creativity for all disciplines. They challenge their talents in developing public and private sectors for commercial, corporate, professional, financial, educational, and healthcare facilities.

Services include space needs programming, planning, design, contract administration and special studies for ADA & facility standardization. The firm's principals acquired cultural experience while traveling extensively in Europe and Asia providing project management for million dollar computer software installations. The firm founded the "Annual Student Scholarship Fund Regatta" and has supported it for the past nine years. The profits from this event provide scholarship monies to help design students further their education.

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**Inter-Tel Technologies, Inc.**

9303 Chesapeake Dr.  
San Diego, CA 92123

Mr. David Kassel, Account Executive  
(858) 292-0055 Fax: (858) 292-9862  
david\_kassel@inter-tel.com

Mr. Jack Hart, Branch Manager  
(858) 292-0055 Fax: (858) 292-9862

www.inter-tel.com  
Local Employees: 2,500

Inter-Tel brings 32 years of stable growth to the San Diego business telephone industry. A U.S. based, publicly traded, manufacturer of advanced business telephone systems, Inter-Tel is in a position, unique to their industry, of being profitable. Inter-Tel has quietly achieved a leading market share by providing cutting edge technology with superior customer service. By providing more than the customer expects, Inter-Tel and its award winning AXXESS platform, has become widely acknowledged as the system of choice for business. San Diego is home to one of 60 direct branches in the United States, Europe and Asia. Inter-Tel's customer list includes GMAC Commercial Mortgage, AAA Auto Club, American Express Travel, Budget Car Rental, Time-Warner and the Economic Development Corporation. Inter-Tel's AXXESS platform incorporates the latest advances in Voice over Internet Protocol (VoIP), Unified Messaging and Advanced Computer Integration, within an intuitive, easy to use standard PBX system. Using this proven platform, Inter-Tel hopes to advance San Diego companies through the complex maze of changing telephony standards without the associated risks of obsolescence and complexity.

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**Irving Hughes**

550 W. C Street, Suite 2000  
San Diego, CA 92101

Ms. Sepi Arrowsmith, Vice President Business  
Development & Marketing  
(619) 238-4393 Fax: (619) 238-1025  
sepir@irvinghughes.com

Mr. Shaun Burnett, Senior Vice President  
(619) 238-4393 Fax: (619) 238-1025  
shaunb@irvinghughes.com

www.irvinghughes.com  
Local Employees: 19

Irving Hughes is San Diego's leading real estate tenant representation firm. The firm serves as an outsource corporate real estate department and works in a fiduciary capacity without conflicts of interest. We are experts in strategic planning, market analysis, investment and advising, financial analysis, facility leasing and purchasing, contract negotiations and design and construction management. The firm has represented many of San Diego's most prominent technology and bio-medical users, legal and professional firms, municipalities and non-profit organizations.

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**ITLA Capital Corporation**

888 Prospect Street, Suite 110  
La Jolla, CA 92037

Mr. George W. Haligowski, Chairman of the  
Board, President & CEO  
(858) 551-0511 Fax: (858) 551-4334  
r.lindsey@itlacapital.com

Mr. Timothy M. Doyle, Senior Managing Director  
& CFO  
(858) 551-0511 Fax: (858) 551-1212  
tdoyle@itlacapital.com

www.itlacapital.com  
Local Employees: 132

ITLA Capital Corporation is the largest financial services company headquartered in San Diego County. ITLA conducts its operations through its primary operating subsidiaries, Imperial Capital Bank, with offices throughout California; and the Imperial Capital Real Estate Investment Trust.

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**San Diego Regional EDC**  
Investors by Company

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**J**

**JC Resorts**

533 Coast Boulevard, South  
La Jolla, CA 92037

Mr. Paul Reed, President  
(858) 454-9793 Fax: (858) 459-6758  
preed@jcreorts.com

Mr. Richard W. Mansur, Senior Vice President of  
Operations  
(858) 675-8450 Fax: (858) 675-8451  
rmansur@jcreorts.com

www.jcreorts.com  
Local Employees: 600

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JC Resorts owns, operates, and manages hotels and golf courses in Southern California. The three resort hotels include the Rancho Bernardo Inn, the Surf & Sand Hotel, and the Temecula Creek Inn. The five resort and stand-alone golf courses include the 18-hole championship Rancho Bernardo Inn West Course, the 27-hole executive Oaks North Golf Course, the 27-hole championship Temecula Creek Inn Course; the 18-hole championship Twin Oaks Golf Course, and the 18-hole public daily fee Encinitas Ranch Golf Course.

**JMI Realty, Inc.**

12680 High Bluff Drive, Suite 200  
San Diego, CA 92130

Mr. John C. Kratzer, President & CEO  
(858) 350-4800 Fax: (858) 259-8855  
jkratzer@jmirealty.com

Mr. Dennis S. Cruzan, COO  
(858) 350-4800 Fax: (858) 259-8855  
dcruzan@jmirealty.com

Local Employees: 16

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JMI Realty is a private real estate investment and development company based in San Diego, California. It was organized in 1992 as the real estate subsidiary of JMI Services, Inc., the investment management company of the John Moores Family. JMI Realty manages a \$600 million portfolio of real estate investments, reflecting a specialization in the multi-family, hospitality and office product sectors. JMI Realty is also the Master Developer for the Ballpark District of the East Village redevelopment area of downtown San Diego. The district will include a ballpark for the San Diego Padres and approximately \$500 million in "ancillary development."

**John Burnham & Company**

750 B Street, Suite 2400  
San Diego, CA 92101-2476

Mr. Bradley R. Orr, President & CEO  
(619) 231-1010 Fax: (619) 236-9134  
orr@johnburnham.com

www.johnburnham.com  
Local Employees: 100

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John Burnham & Company is ranked among the 60 largest privately held insurance brokerages in the United States. Headquartered in downtown San Diego, the firm's services include commercial insurance and risk management, employee benefits and consultation, workers' compensation, employment practices, directors and officers liability, surety bonds, and property/casualty insurance.

**K**

**Kilroy Realty Corporation**

3811 Valley Centre Drive, Suite 300  
San Diego, CA 92130

Mr. Steven Scott, Senior Vice President  
(858) 523-0300 Fax: (858) 523-0310  
sscott@kilroyrealty.com

www.kilroyrealty.com  
Local Employees: 18

Kilroy Realty Corporation is a self-administered, publicly traded real estate investment trust (NYSE: KRC) which owns, operates, and develops commercial office and industrial properties, primarily in Southern California. As of June 30, 2000, Kilroy owned approximately 14.5 million square feet of commercial office space and industrial space.

**Knobbe, Martens, Olson & Bear, LLP**  
550 West C Street, Suite 1200  
San Diego, CA 92101

Mr. Drew S. Hamilton, Patent Lawyer  
(619) 235-8550 Fax: (619) 235-0176  
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Mr. Ned A. Israelsen, Managing Partner  
(619) 235-8550 Fax: (619) 235-0176  
nIsraelsen@kmob.com

www.kmob.com  
Local Employees: 85

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Knobbe, Martens, Olson & Bear was founded in 1962. It is the largest patent law firm in Orange, Riverside and San Diego Counties, with more than 145 attorneys specializing in all phases of patent and intellectual property law. Patents, trademarks, copyrights, unfair competition, and trade secrets are all components of the firm's practice. Approximately half of the firm's practice is in the area of client consultation, licensing, and the preparation and prosecution of patent, trademark, and copyright applications, including appeals and oppositions. The remaining half of the practice is in the area of litigation.

**KPMG LLP**  
750 B Street, Suite 1500  
San Diego, CA 92101

Mr. David Down, Managing Partner  
(619) 233-8000 Fax: (619) 233-8099  
ddown@KPMG.com

Mr. Ronald Busick, Partner  
(619) 233-8000 Fax: (619) 233-8099  
rbusick@kpmg.com

www.us.kpmg.com  
Local Employees: 230

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KPMG LLP provides a wide range of accounting, tax, and consulting services to assist companies in heightening performance, achieving growth, and enhancing shareowner value. As San Diego County's largest accounting firm, KPMG has the talent, resources, and experience to bring clarity to today's complex business environment. Specialties include state, local, federal and international tax; assurance, mergers and acquisitions; SEC Guidelines and IPO's; REITS; information risk management; and franchising and internal audit outsourcing. Locally, KPMG specializes in the software, telecommunications, high tech, biotech, consumer market, real estate, health care, manufacturing and public sector industries. Globally-networked KPMG has a mind-bank of thousands of partners and 100,000 professionals, whose expertise is available to address the unique needs of companies worldwide.

**Kyocera America, Inc.**  
8611 Balboa Avenue  
San Diego, CA 92123-1580

Mr. Bob Whisler, President  
(858) 576-2770 Fax: (858) 569-9412

www.kyocera.com  
Local Employees: 825

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Kyocera America, Inc. (KAI) designs, manufactures, and assembles high-performance ceramic packages for integrated circuits used in products serving its rapidly growing targeted markets: computer equipment, telecommunications equipment, biomedical devices, and aerospace applications. Headquartered in San Diego, KAI employs approximately 825 people in the United States. The company also has a ceramic package maquiladora in Tijuana, Mexico, which employs over 700 people. KAI is a unit of Japanese high-tech giant Kyocera Corporation with worldwide sales of \$6.1 billion and net income of \$239 million.

## **L**

**La Jolla Pharmaceuticals**  
6455 Nancy Ridge Drive  
San Diego, CA 92121

Mr. Steven Engle, Chairman & CEO  
(858) 646-6631 Fax: (858) 626-2851  
steven.engle@ljpc.com

www.ljpc.com  
Local Employees: 110

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Founded in 1989, La Jolla Pharmaceutical Company develops novel therapeutics for antibody-related autoimmune diseases, such as lupus, a life-threatening disease affecting kidneys, and antibody-mediated thrombosis, a disease that can lead to stroke, heart attack and deep-vein thrombosis. Using a proprietary Tolerance Technology® platform, the Company is focused on the discovery and development of novel therapeutics, called Toleragens®, which are designed to target and suppress the production of specific disease-causing antibodies without affecting the protective functions of the immune system. The Company is conducting a Phase III trial of its leading candidate, LJP 394, in patients with lupus kidney disease, a leading cause of morbidity and mortality in these patients. LJP is also developing LJP 1082 for antibody-mediated thrombosis where patients face a significantly increased risk of stroke, heart attack, and other blood clotting conditions. The Company has filed an Investigational New Drug (IND) application with the FDA and initiated a Phase I/II clinical study. LJP is listed on the Nasdaq Stock Market under the ticker symbol LJPC.



**San Diego Regional EDC**  
Investors by Company

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**Lankford & Associates, Inc.**  
4250 Executive Square, Suite 540  
La Jolla, CA 92037

Mr. Robert Lankford, President  
(858) 587-0130 Fax: (858) 587-1695

Ms. Stacey Lankford, Special Projects  
(858) 587-0130 Fax: (858) 587-1695  
stacey@lankfordsd.com

www.lankfordandassociates.com  
Local Employees: 18

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Established in 1982, San Diego-headquartered Lankford and Associates, Inc. and its partnerships acquire, develop, and manage award-winning commercial properties in the western state markets. 1998 projects include development of the 123-acre Scripps Northridge Corporate Center business park, San Diego; laboratory facilities for The Scripps Research Institute (lessee), San Diego; High Pointe at Greenwood in Englewood, Colorado; and, in Sacramento, Esquire Plaza and Prospect Green. Results of the company's structuring of unique public-private partnerships for cost-effective, fast-track development of public facilities include the San Diego Hall of Justice and the University of California Office of the President complex, Oakland. The company also has offices in Rancho Cordova, Kent, Washington and Denver.

**Latham & Watkins**  
701 B Street, Suite 2100  
San Diego, CA 92101-8197

Mr. Bruce Shepherd, Managing Partner  
(619) 236-1234 Fax: (619) 696-7419  
bruce.shepherd@lw.com

Ms. Zoe Mohler, Business Development Liaison  
(619) 236-1234 Fax: (619) 696-7419  
zoe.mohler@lw.com

www.lw.com  
Local Employees: 211

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Since Latham & Watkins' founding in 1934, clients seeking innovative solutions to their most complex business issues have turned to Latham & Watkins for their strategic thinking, senior-level attention and ability to get deals done. In recent years, the firm has expanded quickly and successfully to its current global total of over 1,400 attorneys in 19 offices around the globe. Since its opening in 1980 with four attorneys, Latham & Watkins' San Diego office now has grown to over 100 lawyers. These attorneys work out of two San Diego County locations – the downtown office in the Imperial Bank Building and a new North County office located near the Del Mar Heights exit from Interstate 5. The firm's San Diego attorneys service not only homegrown San Diego companies but also many multinational companies, regardless of their location. The office's clients come from a wide variety of businesses, including high technology clients involved in the wireless, biotechnology, semiconductor, Internet infrastructure, telecommunications and software markets. The San Diego office also offers clients a full array of expertise in other substantive areas, including corporate securities, intellectual property, tax, environmental counseling, insurance coverage issues, litigation, project finance and real estate.

**Latitude 33 Planning and Engineering**  
4933 Paramount Drive, 2nd Floor  
San Diego, CA 92123

Mr. Mark Rowson, Principal  
(858) 751-0633 Fax: (858) 751-0634  
mark@latitude33.com

Mr. Keith Keeter, Principal  
(858) 751-0633 Fax: (858) 751-0634  
keith.keeter@latitude33.com

www.latitude33.com  
Local Employees: 33

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Latitude 33 Planning and Engineering is a San Diego based firm that provides comprehensive design services that range from conceptual land planning to detailed engineering, grading and infrastructure design and construction survey. Latitude 33 has a reputation of providing quality land planning, civil engineering and survey services to both the private and public sectors of the land development market. Their experience includes the planning and design of residential, biotechnology facilities, commercial, office, industrial, and mixed-used developments at a variety of scales. Public experience includes the preparation of numerous urban design, park and recreation, roadways, environmental design and community planning studies for city, county and federal agencies. Skilled professionals combine their technical expertise with a working knowledge of local political forces, environmental concern, economic realities, planning procedures and development processes to address the special complexities and challenges of each project.

**Layton-Belling & Associates**

4320 La Jolla Village Drive, Suite 200  
San Diego, CA 92122

Mr. David Thomas, Principal  
(858) 625-2700 Fax: (858) 597-0242  
thomas@lbacorp.com

Mr. Robert Worrell, Senior Assistant Manager  
(858) 625-2700 Fax: (858) 597-0242  
worrell@lbacorp.com  
www.lbacorp.com  
Local Employees: 10

Layton-Belling & Associates (LBA) is a full service real estate investment and management company founded by Phil Belling and Steve Layton in 1991. The Company, with its headquarters in Newport Beach and regional offices in Los Angeles and San Diego, has operated exclusively in Southern California. LBA established its business during the real estate recession of the early 1990's by assisting institutional investors with their troubled assets and loans. Layton and Belling recognized that these institutions would need the assistance of experienced real estate professionals to help them "manage" the growing inventory of REO properties. Building on the operating experience and market knowledge gained by completing more than 200 workouts for financial institutions throughout Southern California, LBA evolved into a full service real estate investment and management company. The Company maintains a strong focus on asset and property management and has established a reputation as a hands-on operator with a disciplined approach to maximizing the income and value of its assets.

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**Leap**

10307 Pacific Center Court  
San Diego, CA 92121

Mr. Harvey P. White, Chairman & CEO  
(858) 882-6042 Fax: (619) 671-1353  
hwhite@leapwireless.com

Mr. Dan Pegg, Senior Vice President Public  
Affairs  
(858) 882-9003 Fax: (619) 671-1353  
dpegg@leapwireless.com

www.leapwireless.com  
Local Employees: 1,400

Leap, headquartered in San Diego, California, is a customer-focused company providing innovative communications services for the mass market. Leap pioneered the Cricket Comfortable Wireless service that lets customers make all their local calls from within their local calling area and receive calls from anywhere for one low, flat rate. Leap begun offering new services designed to further transform wireless communications for consumers.

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**Learnsoft Corporate Training**

10650 Treena Street, Suite 301  
San Diego, CA 92131

Mr. Brian Wachsberger, President  
(858) 546-1400 Fax: (858) 546-1791  
bwachs@learnsoft.com

Mr. Haroon Baqi  
(858) 546-1400 Fax: (858) 546-1791  
hbaqi@learnsoft.com

www.learnsoft.com  
Local Employees: 100

Learnsoft Technology Group is a privately owned and operated software training company, established in San Diego in 1987. Learnsoft's headquarters are located in San Diego with additional offices located in San Jose. Collectively, Learnsoft trains approximately 5,000 students a month. Learnsoft holds ATC (Authorized Training Center) status for most major software publishers including Microsoft, Lotus, Aldus, Borland, Claris, Adobe, Quark, Frame, WordPerfect, and Xerox. In addition to providing instructor led training, Learnsoft also offers web-based learning options as well as consulting services.

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**LEGOLAND California, Inc.**

One Lego Drive  
Carlsbad, CA 92008

Mr. Bill Havaluk, General Manager  
(760) 918-5401 Fax: (760) 918-5408  
bill.havaluk@america.lego.com

Ms. Pernille Kruse, Executive Assistant  
(760) 918-5401 Fax: (760) 918-5408  
pernille.kruse@america.lego.com

www.legoland.com  
Local Employees: 1,000

Legoland is a 128-acre family theme park developed by the Lego Group, the Danish toy manufacturer. Legoland offers interactive adventures, rides, fun and entertainment "Just for Kids". It is located in the City of Carlsbad.

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**San Diego Regional EDC**  
Investors by Company

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**Lennar Partners**

8520 Tech Way #130  
San Diego, CA 92123

Mr. A. James Moxham, Vice President, San Diego  
Regional Manager  
(858) 279-0640 Fax: (858) 279-0641  
jmxham@property.com

www.lennar.com  
Local Employees: 4

LNR Property Corporation (NYSE:LNR), is a national leader in the development, management, and financing of commercial real estate assets. DBA Lennar Partners, is developing San Diego's next premier business center. San Diego Spectrum is a master planned business community that takes the integrated work environment to the next level. With state-of-the-art land use planning, this mixed-use development offers a prime location for office research and development, and commercial retail use, as well as for corporate headquarters, recreational facilities, and hotel accommodations.

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**Lichter Venture Group**

1660 Union Street, #400  
San Diego, CA 92101-2926

Mr. Robert J. Lichter, President  
(619) 231-9787 Fax: (619) 702-0197  
lichtervg@aol.com

Local Employees: 1

LICHTER VENTURE GROUP acts as the catalyst to create exciting new commercial real estate projects, which will enhance San Diego employment. Office buildings, industrial and R&D buildings, and shopping centers are LVG's specialty. In addition, LVG has invested in San Diego companies to actively increase their profitability. In 1997, Action Powder Coating Company and Troxel Cycling and Fitness were added to LVG's portfolio. In 2001, LVG as the developer/manager completed the Island@carlsbad, retail and service complex. This 100% leased project provides an exciting and essential environment serving the entire Carlsbad Research Center and surrounding residential communities. Its unique Caribbean theme with food court and beautiful fountains has become the "in spot" for the area. Also in 2001, LVG along with its Action Powder Company president launched a new product and company - Action Caps, LLC. A patent was issued in December and major companies in Canada and the United States have favorably and widely received its unique new product. 2002 expects to be an exciting year for this new San Diego based company.

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**Ligand Pharmaceuticals, Inc.**

10275 Science Center Drive  
San Diego, CA 92121

Mr. David E. Robinson, Chairman, President &  
CEO  
(858) 550-7500 Fax: (858) 550-7506

Mr. Michael Watts, Director, Investor Relations &  
Corporate Communications  
(858) 550-7850 Fax: (858) 550-1826  
mwatts@ligand.com

www.ligand.com  
Local Employees: 350

Founded in 1987, Ligand is a leader in gene transaction technology, particularly Intracellular Receptors (IR) and Signal Transducers and Activators of Transcription (STATs). Ligand has applied IR and STATs technology to the discovery and development of small molecule drugs to enhance therapeutic and safety profiles and to address major unmet patient needs in cancer, women's and men's health, skin diseases, osteoporosis, metabolic, cardiovascular and inflammatory diseases. Ligand has four marketed products, one pending approval, and a robust pipeline of product candidates at various stages of development, both internally and through our network of corporate partners.

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**Luce, Forward, Hamilton & Scripps LLP**

600 West Broadway, Suite 2600  
San Diego, CA 92101

Mr. Robert D. Buell, Managing Partner  
(619) 236-1414 Fax: (619) 232-8311  
rbuell@luce.com

Ms. Maggie Watkins, Marketing Director  
(619) 236-1414 Fax: (619) 232-8311  
mwatkins@luce.com

www.luce.com  
Local Employees: 435

Luce, Forward, Hamilton & Scripps LLP is a national full service law firm with over 200 attorneys. Headquartered in San Diego, the firm also has offices in Carmel Valley/Del Mar, Los Angeles, San Francisco, New York and West Los Angeles. Founded in 1873, the firm provides corporate/securities, intellectual property, technology, real estate, employment, litigation, tax, trusts and estates, and insurance/reinsurance services. Their clients are major corporations of national or international scope as well as local and regional emerging growth and established companies.



**Manpower Temporary Services**

101 West Broadway, Suite 1400  
San Diego, CA 92101

Mr. Phil Blair, President  
(619) 237-9900 Fax: (619) 237-9981  
pblair@manpower-sd.com

Mr. Mel Katz, Executive Officer  
(619) 237-9900 Fax: (619) 237-9981  
melkatz@manpower-sd.com

www.manpower.com  
Local Employees: 4,000

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Manpower provides administrative, light industrial, technical, and professional staffing services as well as a full range of training services. Phil Blair and Mel Katz have owned the San Diego County franchise of Manpower Temporary Services since April 1977. Manpower is the leading temporary help service in San Diego County and the third largest Manpower franchise, following San Jose, California, and Raleigh, North Carolina. Manpower, San Diego County has 10 locations and employs over 3,500 people on a daily basis. Mel and Phil also own the Albuquerque, New Mexico, franchise of Manpower with an additional 550 employees. Sales have increased from \$320,000 in 1977 to \$62 million in 1998. Worldwide, Manpower has 3,200 offices in 50 countries, with sales of \$10.5 billion.

**The Marine Group LLC**

1311 First Street  
Coronado, CA 92118

Mr. Arthur E. Engel, Managing Member  
(619) 437-6999 Fax: (619) 522-6320  
AEENGEL@aol.com

Mr. George Palermo, President-San Diego Harbor  
Excursion  
(619) 522-6159 Fax: (619) 522-6150  
george@harborexursion.com

www.harborexursion.com  
Local Employees: 200

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The Marine Group LLC is a limited liability holding company which oversees waterfront property, including retail centers, a boatyard, and a shipyard in American Samoa. The shipyard in Samoa specializes in repair of large ocean-going fishing vessels. The boatyard, located in Chula Vista, specializes in the repair of pleasure craft. Additionally, Mr. Engel owns San Diego Harbor Excursion and California Properties. He is also the developer of The Ferry Landing Marketplace, Coronado's bayfront specialty shopping and dining center. The Ferry Landing Marketplace is currently developing another parcel including two waterfront restaurants.

**Marsh Inc.**

4445 Eastgate Mall, Suite 300  
San Diego, CA 92121-1979

Ms. Trindl L. Reeves, Managing Director  
(858) 552-3709 Fax: (858) 552-4260  
Trindl.L.Reeves@marsh.com

Ms. Cindy Shegog, Senior Executive Secretary  
(858) 552-3716 Fax: (858) 546-4299  
cynthia.l.shegog@marsh.com

www.marsh.com  
Local Employees: 120

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Marsh is the global leader in insurance brokerage, risk management, and employee benefit consulting. Through operations in over 400 locations and in 100 countries around the world, Marsh advises companies on the most creative ways to protect their assets and to address their business and financial risks. Marsh provides a full range of consulting services designed to reduce costs and losses, including program design, brokerage negotiation and administration, loss control and claims services, captive management, and legislative analysis. In San Diego, Marsh offers unmatched, local resources and demonstrates expertise in areas such as: Directors and Officers Liability, Commercial Property/Casualty and Workers' Compensation, and Employee Benefits.

**The Maxham Firm**

750 B Street, Suite 3100  
San Diego, CA 92101

Mr. Lawrence A. Maxham, President  
(619) 233-9004 Fax: (619) 544-1246  
lmaxham@bakermaxham.com

Mr. Freling E. Baker, Vice President  
(619) 233-9004 Fax: (619) 544-1246  
fbaker@bakermaxham.com

www.bakermaxham.com  
Local Employees: 14

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The firm provides legal services in the field of intellectual property, specializing primarily in patent and trademark law. All of its attorneys are members of the California bar and are registered to practice before the U.S. Patent and Trademark Office. The firm was founded in 1984 by experienced patent and trademark lawyers and is based in San Diego, with its offices located in Symphony Towers. It regularly represents major multinational corporations such as Hewlett-Packard, IBM, Reuters America and Standex International, as well as a wide variety of local medium-size high technology companies such as CNBiosciences, Fluid Components and Genetronics. Baker & Maxham is the only patent and trademark firm which is a member of Commercial Law Affiliates (CLA), an international referral association of 200 medium and small law firms.



**San Diego Regional EDC**  
Investors by Company

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**Maxwell Technologies**

8888 Balboa Avenue  
San Diego, CA 92123

Mr. Michael Sund, Vice President  
Communications and Investor Relations  
(858) 503-5171 Fax: (858) 277-6754  
msund@maxwell.com

Mr. Carlton Eibl, President & CEO  
(858) 279-5100 Fax: (858) 277-6754

www.maxwell.com  
Local Employees: 500

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Maxwell Technologies applies industry-leading capabilities in power and computing to develop and market electronic components and power and computing systems for customers in multiple industries, including transportation, telecommunications, e-commerce, consumer and industrial electronics, medical and aerospace.

**McComic Consolidated Inc.**

7979 Ivanhoe, Suite 502  
La Jolla, CA 92037

Mr. Barry McComic, CEO  
(858) 551-4373 Fax: (858) 551-2314  
bmccomic@yahoo.com

Local Employees: 50

McComic Consolidated, Inc., is a California-based real estate development firm owned by R. Barry McComic. It is the parent company of Trans West Housing, Inc. and Trans West Recreational Communities, LLC. McComic, CEO of the company, has more than 25 years experience in the real estate industry and is a successful developer of large-scale planned residential and recreational communities, hotels, multi-use projects, office and industrial parks. In addition to developing and selling a wide variety of real estate projects in 10 different states for its own account and in partnerships with major financial institutions and pension trusts, McComic has acted as a managing consultant to some of the nation's largest land holders, including the U.S. government. The Trans West Companies are presently developing projects in four different states.

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**The McCulley Group**

415 South Cedros, Studio 240  
Solana Beach, CA 92075

Mr. John R. McCulley, President  
(858) 259-5222 Fax: (858) 259-1877  
j.mcculley@mcculleygroup.com

www.mcculleygroup.com  
Local Employees: 8

2D + 3D = Mc The McCulley Group: The intersection between 2D and 3D, between graphics and architecture. Why settle for traditional graphic or interior design when you can have them both seamlessly integrated to form powerful messages that communicate your brand. The McCulley Group is the formula for tapping into the full potential of integrated design. Their clients include: Burnham Real Estate Services, California Bank & Trust, Campbell Mithun, Cox Communications, Four Sessions Aviara, Hewlett Packard, and Office Pavilion San Diego.

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**McCune Chrysler Jeep**

2340 National City Boulevard  
National City, CA 91950

Mr. Tony McCune, Owner  
(619) 477-1101 Fax: (619) 477-8123  
tonymccune@aol.com

Mr. George Salameh, General Sales Manager  
(619) 477-1101 Fax: (619) 474-5340  
tonymccune@aol.com

www.tonymccune.com  
Local Employees: 149

McCune Chrysler Jeep is the number one Chrysler and Jeep retail volume dealership in the entire state of California.

**McGraw/Baldwin Architects**

701 B Street, Suite 200  
San Diego, CA 92101

Mr. Jerry Cole, Vice President Business  
Development  
(619) 231-0751 Fax: (619) 231-4396  
jcole@mbarch.com

www.mbarch.com  
Local Employees: 40

McGraw/Baldwin Architects was founded in San Diego more than 20 years ago and has grown steadily over the years to become one of San Diego's largest and most respected design firms. The firm employs 40 professional and technical personnel and is a full-service architectural, planning, and interior design firm. McGraw/Baldwin has programmed and designed more than five million square feet of space for biotechnology and high technology companies including biomedical research laboratories and production facilities. Additional projects include pilot and sustained production plants, medical device and diagnostics manufacturing facilities, computerized aerospace simulators, television studios, corporate headquarters, and assembly, warehouse and distribution facilities.

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**Mesa Distributing Co., Inc.**

8870 Liquid Court  
San Diego, CA 92121

Mr. Ron Fowler, President & CEO  
(858) 452-2300 Fax: (858) 452-9043

Ms. Vivian Park, Director of Community Affairs  
(858) 452-2300 Fax: (858) 452-9043  
vpark@mesadistributing.com

Local Employees: 270

Mesa Distributing Co., Inc., the local Miller Brewing Company distributor, servicing San Diego County has grown from 50 to over 270 employees and is a subsidiary of Liquid Investments, Inc., a San Diego-based holding company owned by Ron L. Fowler, President & CEO. Liquid Investments ranks in the industry's top one percent of distributor groups with estimated 2001 revenues in excess of \$220 million and volume sales in excess of 17.4 million case equivalents. Other distribution locations include Mesa Beverage Co., Inc. in Sacramento, CA and Santa Rosa, CA and Colorado Beverage Distributing, Inc. in Grand Junction, CO and Montrose, CO.

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**Mission Federal Credit Union**

5785 Oberlin Drive  
San Diego, CA 92191

Mr. Ron Martin, Chief Executive Officer  
(858) 546-2001 Fax: (858) 546-7637  
ronm@missionfcu.org

Mr. John Parsons, Executive Vice President,  
Member Services  
(858) 546-2034 Fax: (858) 546-1831  
johnp@missionfcu.org

www.missionfcu.org  
Local Employees: 310

Mission Federal Credit Union offers full-service consumer financial services to 124,500 members with an affinity to the educational community of San Diego County. Founded in 1961, Mission Federal is the nation's 38th largest credit union with more than \$1.3 billion in assets. Financial services are provided through personnel in 23 branch locations throughout the county in addition to a convenient network of self-service and electronic delivery channels. Community relations, funding and participation in events benefiting the educational community, and on-going work with our 34 school partnerships are a focal point of their mission.

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**MJE Marketing Services**

2605 Camino Del Rio South, Suite 250  
San Diego, CA 92108

Ms. Marlee J. Ehrenfeld, President  
(619) 682-3841 Fax: (619) 682-3844  
marlee@mjemarketing.com

Ms. Susan Smith, Marketing Director  
(619) 682-3841 Fax: (619) 682-3844  
susan@mjemarketing.com

www.mjemarketing.com  
Local Employees: 7

MJE Marketing Services is a full-service marketing agency specializing in the high technology, hospitality, banking, real estate, and entertainment industries. The agency provides an extensive list of services including marketing plans, advertising (print and electronic), media buying, public relations, corporate collateral, direct mail, product launches, web site development, investor relations, and sales training. The principal and staff of MJE consist of experienced marketing and public relations professionals skilled at fulfilling corporate objectives. Client list includes: Qualcomm, Novell, Xerox, Manpower, North Island Financial Credit Union, Sheraton San Diego Hotel & Marina, San Diego Data Processing Corporation, and the San Diego Unified Port District.

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**San Diego Regional EDC**  
Investors by Company

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**MOCIVA Incorporated**  
14045 Recuerdo Drive  
Del Mar, CA 92014

MOCIVA is a management consulting firm for the aviation and information technology industries.

Mr. Walter Foley, President  
(858) 755-7170 Fax: (858) 792-0308  
wfoley@mociva.com

www.mociva.com  
Local Employees: 1

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**Morrison & Foerster LLP**  
3811 Valley Centre Drive, Suite 500  
San Diego, CA 92130-2332

Opened in October 1999, the San Diego office has allowed the firm to bring its intellectual property expertise to the growing high technology and life sciences industry in the region. The San Diego office is one of the firm's fastest growing offices, with more than 40 attorneys providing expertise in corporate finance, technology licensing, litigation, patent prosecution, and labor and employment. From this office, the firm represents a diverse group of private and public companies in virtually every area of the region's economy: biotechnology, Internet, telecommunications, computer hardware, and venture capital.

Ms. Rajka Hayden, Marketing Manager  
(858) 720-7964 Fax: (858) 720-5125  
rhayden@mofo.com

Mr. Mark Danis, Managing Partner  
(858) 720-5108 Fax: (858) 720-5125  
mdanis@mofo.com

www.mofo.com  
Local Employees: 2,135

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**Motivational Systems Inc.**  
2200 Cleveland Avenue  
National City, CA 91950

Motivational Systems, Inc. has been serving the building industry since its establishment in 1975. The company's design, production, and service capabilities include residential, multi-family, and commercial sign programs; sales office and information center interiors and displays; graphic design and brochure production; and topographical and architectural scale models. MSI's expertise in all categories has been recognized with over 180 awards. Motivational Systems, Inc. was founded on the principle of offering clients the highest standard of products and services at the most cost-effective prices. Today, our experience, capabilities, and service continue to provide our clients with the best value in the marketplace.

Mr. Robert D. Young, President  
(619) 474-8246 Fax: (619) 474-0678  
byoung@motivational.com

www.motivationalsystems.com  
Local Employees: 200

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**Murphy Development Company**  
2660 Sarnen Street, Suite 200  
San Diego, CA 92154

Murphy Development built the 80-acre San Diego Business Park and 155-acre Brown Field Business Park in Otay Mesa, as well as another 1.5 million square feet of major build-to-suite and lease space there and elsewhere.

Mr. R. Michael Murphy, President  
(619) 710-2400 Fax: (619) 710-2424  
rmmurphy@murphydev.com

Mr. Hack Adams, Director of Marketing  
(619) 710-8000 Fax: (619) 710-8001  
hadams@murphydev.com

Local Employees: 10

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## N

### **Nation Smith Hermes Diamond**

17085 Via Del Campo  
San Diego, CA 92127

Mr. David Diamond, Director of Consulting  
(858) 451-2452 Fax: (858) 451-8861  
davidd@nshd.com

Mr. Paul Nation, President  
(858) 451-2452 Fax: (858) 451-8861  
pauln@nshd.com

www.nshd.com  
Local Employees: 45

Nation Smith Hermes Diamond is the largest San Diego-based accounting and consulting firm. Its employees focus on serving the needs of growing middle market companies. The *Work Life Coalition of San Diego* has designated Nation Smith Hermes Diamond as one of the "Best Places to Work in San Diego". The firm was founded in 1966 and offers a full range of audit, tax, IT consulting, strategic planning, family wealth planning and other services to growing middle market companies and their owners. As a member of the BDO Seidman alliance, Nation Smith Hermes Diamond can offer its clients national and international resources. Nation Smith Hermes Diamond services include: Tax Services, Assurance Services, IT Consulting, Strategic Planning, Family Wealth Planning, Finance Management Services, Business Valuations, Management Consulting, Corporate Finance Services, Litigation and Insolvency Support.

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### **National University System**

11255 North Torrey Pines Road  
La Jolla, CA 92037-1011

Dr. Jerry C. Lee, Chancellor  
(858) 642-8101 Fax: (858) 642-8704  
jlee@nu.edu

Ms. Patricia Potter, Advancement and Business  
Development  
(858) 642-8114 Fax: (858) 642-8704  
ppotter@nu.edu

www.nu.edu  
Local Employees: 780

National University, with more than 17,000 full-time students, 94,500 graduates and over 700 full-time employees, is the second largest private university in California. The university's mission is to make lifelong learning opportunities accessible, challenging and relevant to a diverse population of adult learners. Founded in 1971, National University is an accredited, nonprofit institution of higher education headquartered in La Jolla. Its intensive one-course-per-month format, 26 convenient locations throughout California and flexible programs enable students to complete graduate and undergraduate degree programs while maintaining family and work responsibilities.

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### **NCG Porter Novelli**

402 West Broadway, Suite 2000  
San Diego, CA 92101

Ms. Karen D. Hutchens, Managing Partner  
(619) 687-7000 Fax: (619) 687-7007  
khutchens@necpn.com

www.necpn.com  
Local Employees: 2,400

Porter Novelli is the fourth largest full-service public relations firm providing local clients the benefits of global resources. By integrating multiple public relations disciplines including tech, investor relations, public affairs, consumer, interactive and medical technology, Porter Novelli implements a proven practice-led approach that ensures clients have easy access to the world's most knowledgeable experts. The result: innovative, marketing communications programs that meet the fast market entry and positioning strategies of the dynamic companies driving the new economy. From Fortune 500 companies to start-ups, clients consistently turn to Porter Novelli to meet their emerging needs and transform the way they do business.

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### **Nielsen Dillingham Builders**

3127 Jefferson Street  
San Diego, CA 92110

Ms. Penny J. Lawlor, Director of Marketing &  
Business Development  
(619) 291-6330 Fax: (619) 296-9765  
plawlor@ndbi.com

www.niensedillingham.com  
Local Employees: 300

Nielsen Dillingham Builders is a San Diego headquartered construction manager and general contractor with recognized expertise in commercial and industrial construction. Regional offices are operated in Long Beach, San Francisco, Portland, Las Vegas, Charlotte and Tijuana. Nielsen Dillingham Builders is a leader in design-build project delivery method for the public sector and private developers.

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**San Diego Regional EDC**  
Investors by Company

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**Nokia Mobile Phones, Inc.**  
12278 Scripps Summit Drive  
San Diego, CA 92131

Mr. Larry Paulson, Vice President Marketing  
(858) 831-5000 Fax: (858) 831-6500  
larry.paulson@nokia.com

Ms. Sue Cornell, Employee Services &  
Community Relations Representative  
(858) 831-5918 Fax: (858) 831-4176  
susan.cornell@nokia.com

www.nokia.com  
Local Employees: 700

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Nokia is the world leader in mobile communications. Backed by its experience, innovation, user-friendliness and secure solutions, the company has become the leading supplier of mobile phones and of mobile, fixed and IP networks. By adding mobility to the Internet, Nokia creates new opportunities for companies and further enriches the daily lives of people. Nokia is one of the most broadly held companies in the world with listings on six major exchanges.

**North County Times**  
207 East Pennsylvania Ave  
Escondido, CA 92025

Mr. Kevin C. Leap, Associate Publisher  
(760) 901-4050 Fax: (760) 740-5454  
kevinl@nctimes.com

Mr. Dick High, Publisher  
(760) 901-5401 Fax: (760) 740-5454

www.nctimes.net  
Local Employees: 550

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The North County Times newspaper serves the upscale, stand-alone market of North San Diego and Southwest Riverside counties with nine daily editions and seven bureau offices. Average paid daily circulation is 96,000. The North County Times also publishes The Scout, the official weekly newspaper for Camp Pendleton. North County Times provides high-quality Internet access to more than 5,000 households and business through NCTimes.net, its own Internet service based in Escondido. The newspaper actively supports the community through hundreds of event sponsorships annually. It has distributed more than \$2 million to charities through local fundraising and matching funds from the Robert R. McCormick Tribune Foundation.

**North Island Financial Credit Union**  
P.O. Box 85833  
San Diego, CA 92186-5833

Mr. Michael J. Maslak, President/CEO  
(619) 656-6525 Fax: (619) 656-4050  
mmaslak@nifcu.org

Mrs. Geri Dillingham, Executive Vice President  
Marketing & Retail Services  
(619) 656-6525 Fax: (619) 656-4050  
gdillingham@nifcu.org

www.nifcu.org  
Local Employees: 320

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North Island Federal Credit Union (NIFCU) is a member-owned, financial cooperative with assets approaching \$840 million and serving more than 115,000 members. Chartered in 1940, NIFCU is a full-service credit union serving active and retired military and federal civil service employees, and their families, and more than 1,100 select employee groups in the area. NIFCU has ten branches in San Diego County plus a call center and "NIFCU On-Line", home banking, and provides lending, deposit and investment services. NIFCU was the 1997 Eureka Gold Winner for Performance Excellence, the only financial institution in California ever to win the award.

**Nuffer, Smith, Tucker, Inc.**  
3170 Fourth Avenue, Suite 300  
San Diego, CA 92103

Mr. Kerry Tucker, CEO  
(619) 296-0605 Fax: (619) 296-8530  
kt@nstpr.com

Mr. Bill Trumpfheller, President  
(619) 296-0605 Fax: (619) 296-8530  
bt@nstpr.com

www.nstpr.com  
Local Employees: 33

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Nuffer, Smith, Tucker, Inc., founded in 1974, is a San Diego-based public relations firm focused on one end result: fostering client prosperity. Its expertise lies in the design and execution of strategies to prepare its clientele for the future, cultivate supportive stakeholder relationships and fuel the quid pro quo exchange. Its professional wares include strategic thinking systems and the full line of public relations and marketing communications services. Three niche practice areas include: 1) the agri-food chain, 2) branded consumer products, 3) Latino public relations. NST has a satellite office in Sacramento and is extended globally by its partnership in the WORLDCOM network of independent public relations firms.





**Oakwood Corporate Housing**

4863 Shawline St., Ste. B  
San Diego, CA 92111

Ms. Monika Levenson, Senior Account Executive  
(858) 496-2000 Fax: (858) 496-2002  
mlevenson@oakwood.com

Ms. Mary Jane Myers, Account Executive  
(858) 496-2000 Fax: (858) 496-2002  
mmyers@oakwood.com

www.oakwood.com  
Local Employees: 35

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At Oakwood Corporate Housing, your extended business stay feels like you never left home. Across the United States and in select cities worldwide, our accommodations are beautifully furnished and come complete with quality linens, cookware, cable TV, VCR, washer, dryer, phone service and the other comforts of home. You can even request amenities and housekeeping service. Everything is included on one monthly invoice. And, best of all, they guarantee your satisfaction.

**Office Pavilion**

6920 Carroll Road  
San Diego, CA 92121

Ms. Vicky Carlson, President  
(858) 784-5200 Fax: (858) 784-5290  
vicky@opsd.com

Ms. JoAnn Bray, Vice President Sales  
(858) 784-5200 Fax: (858) 784-5290  
jo@opsd.com

www.opsd.com  
Local Employees: 57

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For more than 20 years, Office Pavilion San Diego's integrated full service office furniture dealership and Facility Care Center has been a workplace resource leader. More than that, they know how to design, build, and maintain offices with style and function. Office Pavilion is the sole San Diego distributor of Herman Miller furniture, a company known for impeccably designed products. They also offer more than 100 other product lines, but offering excellent product choices is just a small percentage of what they do. Office Pavilion is also a proficient resource for planning, relocating, and refurbishing work environments. Their work is not about selling new furniture, it's about building and maintaining office environments in the most cost-effective and resourceful manner, all while supporting your employees. They create workplaces that help you work better.

**Otay Mesa Chamber of Commerce**

9163 Siempre Viva Road, Suite I-2  
San Diego, CA 92154

Ms. Alejandra Mier y Teran, Executive Director  
(619) 661-6111 Fax: (619) 661-6178  
amieryteran@otaymesa.org

Mr. Joaquin Luken, Membership Director  
(619) 661-6111 Fax: (619) 661-6178  
jluken@otaymesa.org

www.otaymesa.org  
Local Employees: 3

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Founded in 1987, Otay Mesa Chamber of Commerce represents 450 companies in the Otay Mesa community. OMCC helps strengthen local businesses by providing opportunities for networking and community interaction. Of the many issues addressed by the chamber, top priority has been support for the completion of surface transportation infrastructure to safely accommodate increasing truck traffic spurred by NAFTA. The attraction of investors from all over the world has resulted in the Tijuana's burgeoning maquiladora industry. The majority of San Diego's twin plants, companies that establish facilities on both sides of the border, are located in Otay Mesa, located just north of the Mexican border. The City of San Diego offers a wide range of development incentives for companies locating on the Mesa including Enterprise Zone and Foreign Trade Zone benefits.

**Otay Ranch Company**

350 West Ash Street, Suite 730  
San Diego, CA 92101

Ms. Kim J. Kilkenny, Executive Vice President  
(619) 234-4050 Fax: (619) 234-4088

kim@otayranch.com

Mr. Robert Cameron, Executive Vice President  
(619) 234-4050 Fax: (619) 234-4088  
rob@otayranch.com

www.otayranch.com  
Local Employees: 20

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Otay Project L.C., dba The Otay Ranch Company, is a land development firm established in 1997 to undertake the development of the 5,300-acre Otay Ranch in South San Diego County over the next 30 years. Otay Ranch, the largest master-planned community in San Diego County, is planned to include more than 12,000 homes, abundant recreational facilities, commercial establishments, destination resort and attendant community services. It is part of the 22,899-acre Otay Ranch General Planning Area, which includes property under several ownerships.



**San Diego Regional EDC**  
Investors by Company

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**P**

**Panasonic**

2320 Paseo De Las Americas, Suite # 100  
San Diego, CA 92154-7281

Panasonic is a manufacturer of electronic components such as television tuners, cable boxes, and other converters.

Mr. Mike Nakata, Director of Administration  
(619) 661-8407 Fax: (619) 661-1344  
nakatam@acomsd-bc.panasonic.com

Ms. Margarita Calleja Enriquez, Matsushita Public  
Relations Coordinator  
(619) 661-8506 Fax: (619) 661-8509  
callejam@acomsd-bc.panasonic.com

www.panasonic.com  
Local Employees: 22

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**Pardee Homes**

12220 El Camino Real, Suite 300  
San Diego, CA 92130

For more than 75 years, Pardee Homes has made homeownership easy for thousands of people in California and Nevada from first-time buyers to up-scale, move-up families. Pardee continues to deliver on its traditional promise to provide homebuyers with quality, value and service. The company, which is perhaps best known for the development of planned communities such as Del Mar Highlands in North County and Ocean View Hills in the South Bay, is active in all aspects of residential, commercial and industrial real estate. Headquartered in Los Angeles, Pardee's San Diego office is located in Del Mar Highlands.

Ms. Carlene Matchniff, Director of Community  
Development  
(858) 794-2500 Fax: (858) 794-2599  
carlene.matchniff@pardeehomes.com

Mr. Gregory P. Sorich, Vice President Multi-  
Family/Commercial  
(858) 794-2500 Fax: (858) 794-2599  
greg.sorich@pardeehomes.com

www.pardeehomes.com  
Local Employees: 398

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**PG&E Generating**

345 California Street, Suite 2600  
San Francisco, CA 94104

PG&E Generating is the comprehensive electric generation arm of PG&E Corporation, a national energy services holding company based in San Francisco. The company has a successful track record as one of the nation's leading independent power producers. PG&E Generating has operations in 10 states and has power projects in development and construction that represent more than 9000 mw of new capacity.

Ms. Sharon Segner, Project Manager, Otay Mesa  
Plant  
(415) 288-5600 Fax: (415) 288-5700  
sharon.segner@gen.pge.com

www.gen.pge.com  
Local Employees: 1,000

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**Predicate Logic Software Systems**

9619 Chesapeake Drive., Suite 200  
San Diego, CA 92123

Predicate Logic is an industry leader of communications systems engineering services and technology. Although best known for providing engineering services for defense applications, the company is expanding into the commercial communications market. Predicate Logic provides state of the art communications technology in three areas: Software Engineering, Network & Internet Engineering and Project Management. Core competencies include: communications system design, specification development, software engineering, platform integration, project planning & management, project risk assessment, network technology assessment, hardware integration, operational analyses, design & prototyping, network evaluation and baselining. Predicate Logic employs over 65 people, with offices in San Diego, Colorado Springs, Virginia Beach and Charleston.

Mr. James Lawler, President  
(858) 715-0100 Fax: (858) 715-0151  
lawler@predicate.com

Mr. Benjamin Barlin, Vice President Business  
Development  
(858) 715-0100 Fax: (858) 715-0151  
barlin@predicate.com

www.predicate.com  
Local Employees: 65

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**Premier Food Services**

7966 Arjons Drive  
San Diego, CA 92126

Mr. George Karetas, President  
(858) 621-5151 Fax: (858) 621-5155  
gkaretas@premiercarriagetrade.com

Ms. Patricia Karetas, Vice President / Special  
Events Division  
(858) 621-5151 Fax:  
pkaretas@premiercarriagetrade.com

www.carriagetrade-catering.com  
Local Employees: 300

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Premier Food Services, San Diego's leading food service management company, operates employee cafeterias and food courts, and manages executive dining rooms. In addition, it provides corporate hospitality catering services through its special events catering division, Carriage Trade Catering. Premier is locally owned and operated and was founded in 1985. Along with Carriage Trade Catering, the company has established a reputation for providing dining experiences that have become the hallmark of good-taste-through innovative cuisine and attention to detail.

**PricewaterhouseCoopers LLP**

750 B Street, Suite 2900  
San Diego, CA 92101

Mr. Richard F. Kalenka, Managing Partner  
(619) 744-8000 Fax: (619) 744-8400  
richard.f.Kalenka@us.pwcglobal.com

Mr. James Ingraham, Partner  
(619) 744-8066 Fax: (619) 744-8400  
jim.ingraham@us.pwcglobal.com

www.pwcglobal.com  
Local Employees: 150

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PricewaterhouseCoopers is the world's leading professional services organization. Our 150,000 employees help clients solve complex business problems and measurably enhance their ability to manage risk, improve performance and build value. Services provided include audit, accounting and tax advice, financial advisory services including mergers and acquisitions, dispute resolution and forensic investigations, management and information technology consulting, and human resource consulting.

**Procurement Concepts, Inc.**

P.O. Box 178200  
San Diego, CA 92177-8200

Mr. Harold "Gil" Johnson, President & Co-  
Founder  
(858) 581-3566 Fax: (858) 581-3559

www.sandiegogifts.com  
Local Employees: 43

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Procurement Concepts, Inc. (PCI), owns and operates retail and concession shops in the hotel and airport markets and provides Business Management Consulting services to other retailers and concessionaires in Magazine and Periodicals Management Services and PC Professional Purchasing Services. PCI has been in business since 1984 and is certified as a W/MBE company. The retail business is operated under the DBA of Gifts Etc. and has been in operation since 1991. The company is presently operating two concession shops in the San Diego International Airport. Their mission is to make available to the traveling public items they may need and/or desire from snacks to upscale gifts, while giving the customer the opportunity to purchase gifts that are reflective of their stay in the area, at a fair price and serviced in a friendly environment. The Business Management Service division of the company provides assistance's to retailers in analyzing and maximizing the profitability of their merchandise mix while bringing additional profit to their bottom line.

**Project Design Consultants**

701 B Street, Suite 800  
San Diego, CA 92101

Mr. Paul Nieto, President/CEO  
(619) 235-6471 Fax: (619) 234-0349  
pauln@projectdesign.com

Mr. William Dick, Executive Vice President/COO  
(619) 235-6471 Fax: (619) 234-0349  
bill@projectdesign.com

www.projectdesign.com  
Local Employees: 160

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Project Design Consultants (PDC) has provided quality land planning, civil engineering, and survey services since 1976 to both the private and public sectors. PDC's professional licensed staff includes planners, civil engineers, landscape architects, and land surveyors. PDC specializes in the planning and design of: master planned communities and their amenities; commercial, office, industrial, and mixed-use developments; transportation and road systems; water/wastewater and sewer projects; and parks and recreation facilities. Their corporate office is in San Diego and they have branch offices in Temecula and Portland, Oregon.



**San Diego Regional EDC**  
Investors by Company

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**Prudential California Realty**  
12544 High Bluff Drive, Suite 450  
San Diego, CA 92130

Ms. Dee Emerson, Manager of Corporate Services  
(858) 792-3885 Fax: (858) 792-1046  
demerson@prusd.com

Ms. Claire B. Clark, Director of Relocation and  
Real Estate Services  
(858) 792-3885 Fax: (858) 792-1046  
cclark@prusd.com

www.prudentialcal.com  
Local Employees: 13

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Prudential California Realty and their award winning Relocation Division have been providing professional relocation services to individuals and families since 1985. Their corporate services are designed to work in partnership with human resources. They provide the knowledge, experience and resources to assist the employee in making a successful transition. Their full time staff of experienced relocation counselors takes special care to match an appropriate realtor to your employee after determining the area of interest and specific needs. Prudential's services include destination counseling, departure service, area tours, interim housing, rental assistance, mortgage service, settlement services, group moves, and international client service.



**QUALCOMM Inc.**  
5775 Morehouse Drive  
San Diego, CA 92121

Mr. William Bold, Vice President of Government  
Affairs  
(858) 651-2086 Fax: (858) 651-2590  
wbold@qualcomm.com

Ms. Shawn Covell, Senior Manager, Government  
Relations  
(858) 845-1191 Fax: (858) 651-2590

www.qualcomm.com  
Local Employees: 7,000

QUALCOMM Incorporated is a leader in developing and delivering innovative digital wireless communications products and services based on the Company's CDMA digital technology. The Company's business areas include CDMA chipsets and system software; technology licensing; the Binary Runtime Environment for Wireless™ (BREW™) applications platform; Eudora® e-mail software; digital cinema systems; and satellite-based systems including portions of the Globalstar™ system and wireless fleet management systems, OmniTRACS® and OmniExpress®. QUALCOMM owns patents that are essential to all of the CDMA wireless telecommunications standards that have been adopted or proposed for adoption by standards-setting bodies worldwide. QUALCOMM has licensed its essential CDMA patent portfolio to more than 100 telecommunications equipment manufacturers worldwide. Headquartered in San Diego, Calif., QUALCOMM is included in the S & P 500 index and is a 2001 Fortune 500® company traded on The Nasdaq Stock Market® under the ticker symbol QCOM.



**R.J. Watkins & Company, Ltd.**  
3104 Fourth Avenue  
San Diego, CA 92103

Mr. Robert J. Watkins, President & CEO  
(619) 299-3094 Fax: (619) 239-5125  
bwatkins@rjwatkins.com

Mr. Tom Murphy, Executive Vice President  
(619) 299-3094 Fax: (619) 239-5125  
tmurphy@rjwatkins.com

www.rjwatkins.com  
Local Employees: 8

Technology, funding, people - all combine to create market value for a company. Having the right leadership team in place can mean a significant margin of difference in market capitalization. Since its founding in 1980 in San Diego, R.J. Watkins & Company, Ltd. has assisted a wealth of leading edge companies by creating value through high-impact candidate selection. The company specializes in addressing the recruitment needs of life sciences and technology-based firms on a global basis. Clients range from start-up funding and licensing ventures in emerging industries to multinational corporations. R.J. Watkins has offices in San Diego, Los Angeles, London and Hong Kong.

**Rancho Santa Fe National Bank**

P.O. Box 2388  
Rancho Santa Fe, CA 92067

Mr. James A. Boyce, President  
(858) 756-3023 Fax: (858) 756-2980  
jboyce@rsfbank.com

Mr. Robert A. Marshall, Senior Vice President  
(858) 756-7033 Fax: (858) 756-5748  
rmarshall@rsfbank.com

www.rsfbank.com  
Local Employees: 60

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Rancho Santa Fe National Bank has served San Diego County's commercial/industrial, real estate, professional and individual client markets since 1982. The bank offers a broad menu of commercial lending products and services, including accounts receivable, equipment, facility, expansion and acquisition financing, and SBA loans. Real estate activities include construction, mini-perm and improvement financing for commercial and residential properties. It also partners with Huntington Capital, LP, and SBIC, to provide mezzanine financing. In May 2000, the bank formed First Community Bancorp (FCBP), a multi-bank holding company. FCBP stock is listed on the National NASDAQ market, trading under the symbol FCBP.

**Raserver, Inc.**

501 West Broadway, Suite 1280  
San Diego, CA 92101

Ms. Georgina Serrano Romero, President  
(619) 515-0770 Fax: (619) 515-0774  
georginar@raserver.coxatwork.com

Local Employees: 2

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Business promotions

**Relocation Services International**

2440 Grand Ave., Suite A  
Vista, CA 92083

Mr. Andy Churchill, President  
(760) 597-1900 Fax: (760) 597-1919  
Andy.Churchill@rsirelo.com

Ms. Mary Ellen Tretina, Vice President  
(760) 597-1900 Fax: (760) 597-1919  
Mary.Ellen.Tretina@rsirelo.com

www.rsirelo.com  
Local Employees: 29

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RSI, Relocation Services International, is a leading independent move management and international freight forwarder of household goods providing full door-to-door relocation services for corporate clients. Fortune 500 companies comprise 92% of RSI's business. By focusing on the corporate client, RSI has been able to develop specific quality assurance programs to service the needs of today's high-tech enable industries. Whether the relocation is domestic or international, RSI has maintained 95% satisfaction level. This success is attributed to hiring people who care about people. At RSI, the family comes first. Each family is unique and each move is different. A satisfied family will have positive view of your company. RSI can manage all aspects of your employee relocations, or complement your existing policies and programs. RSI corporate is located in San Diego, with offices in Boston, Chicago, and Houston.

**Reno Contracting, Inc.**

1450 Frazee Road, Suite 100  
San Diego, CA 92108

Mr. Matt Reno, CEO/CFO  
(619) 220-0224 Fax: (619) 220-0229

Mr. Walt Fegley, President  
(619) 220-0224 Fax: (619) 220-0229

www.renocon.com  
Local Employees: 52

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Reno Contracting specializes in building to suit the needs of their clients. Reno prides itself in creating an environment of trust and mutual cooperation, resulting in quality buildings and repeat clients. They are competitive, able to commit to aggressive schedules, and go to great lengths to satisfy their clients' daily needs. Reno is the best builder of tilt-up buildings in this region. They are specialists in site preparation for multiple-pad building sites, and have builders on staff that are "the best in the business" at steel-frame construction. They also have builders with considerable expertise in serving the electronics and biotechnology industries.

**Republic Van Lines of San Diego**

6350 Miramar Road  
San Diego, CA 92121

Mr. Scott Schermetzler, President  
(858) 452-1530 Fax: (858) 452-2704

Local Employees: 18

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Republic Van Lines is a full service moving and storage company providing professional moving services to the San Diego area for more than 48 years. Locally, they are governed by the Public Utilities Commission, under which they specialize in local and office moving, packing and local storage. Republic Van Lines represents North American Van Lines for Interstate and International moving. However, what makes Republic Van Lines the most unique is their archive and record storage business.



**San Diego Regional EDC**  
Investors by Company

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**Rudolph and Sletten, Inc.**  
4350 Executive Drive, Suite 301  
San Diego, CA 92121

Mr. Robert M. Maxwell, Business Development  
(858) 455-1161 Fax: (858) 455-1861  
bob\_maxwell@rsconst.com

Mr. Frank Jones, Project Executive  
(858) 455-1161 Fax: (858) 455-1861  
frank\_jones@rsconst.com

www.rsconstruction.com  
Local Employees: 1,000

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Founded in 1960, Rudolph & Sletten, Inc., General and Engineering Contractors, is a privately held corporation with more than \$1 billion of new construction this year. Rudolph and Sletten is ranked 24th among domestic general building contracts in the nation according to the latest *Engineering News-Record* ranking. A truly quality construction organization, Rudolph & Sletten specializes in biotech/pharmaceutical, health care, microelectronic, corporate campus, institutional, and entertainment projects. Their recent local clients include R.W. Johnson, The Salk Institute, Élan Pharmaceuticals, UCSD, University of San Diego, The San Diego Museum of Art and SeaWorld. The San Diego office was established in 1991 and supports the local community by recruiting the local workforce from the surrounding universities and participating in worthwhile civic endeavors.

## S

**Salomon Smith Barney**  
401 B Street, Suite 2300  
San Diego, CA 92101

Mr. Michael A. Del Vecchio, Senior Vice  
President - Sales  
(619) 544-6525 Fax: (619) 544-6566  
michael.a.delvecchio@ssmb.com

www.salomonsmithbarney.com  
Local Employees: 75

With roots dating back to 1873, Salomon Smith Barney is one of the leading investment firms in the United States. Their 35,000 employees are based in more than 500 offices around the world. Their ability to serve their clients' needs is strengthened through their relationship with Citigroup, our parent company, with assets of approximately 700 billion dollars. Michael Del Vecchio is a Senior Vice President - Investments, who has been with Salomon Smith Barney for more than 10 years. Michael provides specialized financial services to corporations and institutions to assist them in meeting their financial objectives. Some of these areas include cash management, stock option exercise programs, investment banking and institutional fixed income products.

**San Diego Business Journal**  
4909 Murphy Canyon Road, Suite 200  
San Diego, CA 92123-4300

Mr. Ted Owen, President & Publisher  
(858) 277-6359 Fax: (858) 277-2149  
town@sdbj.com

Mr. Martin Hill, Editor  
(858) 277-6359 Fax: (858) 277-2149  
mhill@sdbj.com

www.sdbj.com  
Local Employees: 50

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*San Diego Business Journal* is San Diego County's Award winning business and finance weekly. The paper has garnered more than 245 awards in the last eight years including Best Business & Financial writing six years in a row. With more than 70,000 readers weekly, the paper is the positive voice of business in San Diego County. The SDBJ also provides a 30-minute weekly TV show on the region's economy that airs on KSWB-5 commercially and all cable networks as well.

**San Diego Chargers**  
P.O. Box 609609  
San Diego, CA 92160-9609

Ms. Kimberley Layton, Director of Public Affairs,  
Corporate/Community Relations  
(858) 874-4500 Fax: (858) 292-2762  
laytonk@chargers.nfl.com

www.chargers.com

Since 1961, the Chargers have been one of San Diego's most prominent institutions nationally and a leading philanthropist in the local community. The economic and unifying effect the team brings to the city along with the national and international television exposure is immeasurable. In addition, Chargers Champions, the charitable arm of the Chargers, offers scholarships and grants, funds freshman sports in San Diego County schools and, with players, contributes time and resources to hundreds of charities annually. Charger season ticket holders enjoy the excitement of NFL football at a discounted price. General seats, Club seats, group tickets, VIP tent parties and luxury suites are also available.

**San Diego County Credit Union**

9985 Pacific Heights Boulevard  
San Diego, CA 92121

Mr. Rod Calvao, President & CEO  
(858) 453-2112 Fax: (858) 453-1899  
RCALVAO@SDCCU.COM

www.sdccu.com  
Local Employees: 388

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As San Diego's largest, locally owned financial institution, SDCCU offers innovative products with personalized member service. With 17 offices located throughout San Diego County, SDCCU is a full-service financial institution providing a wide selection of loan and investment services. From technologically advanced home banking services to individualized assistance from knowledgeable SDCCU representatives, every credit union service is designed to help members provide for current needs while strengthening their financial future.

**San Diego County Water Authority**

4677 Overland Ave  
San Diego, CA 92123

Ms. Maureen A. Stapleton, General Manager  
(858) 522-6781 Fax: (858) 268-7815  
mstapleton@sdcwa.org

Ms. Janice Collins, Director of Public Affairs  
(858) 522-6701 Fax: (852) 268-7841  
jcollins@sdcwa.org

www.sdcwa.org  
Local Employees: 216

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The San Diego County Water Authority provides the safe, reliable and affordable supply of high-quality water that is essential to the San Diego region's economy, job base and quality of life. A public wholesale agency, the Water Authority carries out this mission by importing water from the Colorado River and Northern California. The Water Authority works through its 23 member agencies -- cities and special districts -- to deliver imported water to more than 2.8 million people, including commercial and industrial interests throughout the region. Typically, between 75 to 95 percent of San Diego's water supply is imported by the Water Authority from outside the region. The rest comes from local reservoirs, wells and water recycling programs.

**San Diego Daily Transcript**

2131 Third Avenue  
San Diego, CA 92101

Mr. Reo Carr, Editor in Chief  
(619) 232-4381 Fax: (619) 239-5716  
carr@sddt.com

Mr. Robert L. Loomis, Publisher/CEO  
(619) 232-4381 Fax: (619) 239-5716  
loomis@sddt.com

www.sddt.com  
Local Employees: 81

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Founded in 1886, the *San Diego Daily Transcript* is a business news, data and information company dedicated to providing business-to-business resources to all companies large and small. As one of the few daily newspapers in the nation, the *Transcript* delivers local business news both in print and online to 50,000+ executives everyday. As the first Southern California publication on the Web, the *Transcript's* award-winning San Diego Source™ site launched early in 1994 to bring breaking news, special reports and business research information 24 hours a day. To this day, when someone wants to know about business in San Diego, they always "Start at the Source".

**San Diego Fluid System Technologies**

1295 Morena Boulevard  
San Diego, CA 92110

Mr. Mike Schleyhahn, President  
(619) 276-1122 Fax: (619) 276-4806  
schleyhahn@sandiegovalve.com

Ms. Celia M. Schleyhahn, Vice President  
(619) 276-1122 Fax: (619) 276-4806

www.swagelok.com  
Local Employees: 22

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To better reflect the expansion of their products, services, and competencies, San Diego Valve and Fitting Company has taken a new name: **San Diego Fluid System Technologies**. As the exclusive Swagelok products supplier for the counties of San Diego, Riverside, San Bernardino, and Imperial, they now offer one of the world's broadest fluid system products offerings to the Sanitary, Semiconductor, Power, R&D, OEM, and Shipbuilding industries. Their services now include supply chain management support, technical and application support, special packaging, an expanding array of training programs, and complete electronic commerce capabilities. Their mission is to help the customers win!



**San Diego Regional EDC**  
Investors by Company

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**San Diego Gas & Electric**  
8330 Century Park Court - CP33A  
San Diego, CA 92123-1576

Ms. Debra L. Reed, President  
(858) 650-6110 Fax: (858) 650-6106  
dreed@sdge.com

Mr. Frank Urtasun, Executive Vice  
President/External Affairs  
Fax: (858) 654-6301  
furtasun@sdge.com

www.sdge.com  
Local Employees: 3,883

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**San Diego National Bank**  
1420 Kettner Boulevard  
San Diego, CA 92101

Mr. Robert B. Horsman, President/CEO  
(619) 231-4989 Fax: (619) 232-7163  
rhorsman@sdnb.com

Ms. Kristy Gregg, Vice President Marketing &  
Community Relations  
(619) 231-4989 Fax: (619) 232-7163  
kgregg@sdnb.com

www.sdnb.com  
Local Employees: 260

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**San Diego Office Interiors (sdoi)**  
4863 Shawline Street, Suite A  
San Diego, CA 92111

Mr. Vincent Mudd, President & CEO  
(858) 495-7364 Fax: (858) 495-9101  
vincem@sdoi.com

Ms. Tamara Krimstock, Director of Business  
Development  
(858) 495-7364 Fax: (858) 495-9101  
tamarak@sdoi.com

www.sdoi.com  
Local Employees: 40

San Diego Gas & Electric is a regulated public utility that provides service to 3 million consumers through 1.2 million electric meters and 720,000 natural gas meters in San Diego and southern Orange counties. SDG&E's service area encompasses 4,100 square miles, covering two counties and 25 cities. SDG&E is a subsidiary of Sempra Energy (NYSE: SRE), a Fortune 500 energy services holding company based in San Diego.

San Diego National Bank (SDNB), the largest community bank in San Diego, has an ongoing commitment to provide their clients with the highest quality financial products and best possible local customer service. The familiar "gray" whale logo is prominently and proudly displayed in 14 branch offices throughout the county. SDNB is blending the advantages of size and technology to serve individualized needs of consumer and business clients. SDNB is well positioned for a dynamic future, thanks to the commitment, talent and dedication of the board of directors, management and staff.

San Diego Office Interiors (*sdoi*) is San Diego's only true full-service, turn-key design-build office interiors firm. *Sdoi* is a diversified company with interests and capabilities in every facet of tenant development. *Sdoi* offers a complete process for these types of projects called office intelligence<sup>SM</sup>. Office intelligence<sup>SM</sup> includes single source project accountability for turnkey-interior fit out, design and interior planning: construction management; ergonomic furniture planning, procurement and order tracking; certified delivery, installation and repair; and move management services. *Sdoi* is an industry leader in providing interior solutions by designing from the inside out. They are the only furniture dealership in San Diego that is a licensed general contractor. Most projects require an end user to hire an architect, interior designer, construction manager, general contractor, furniture dealership and moving company. *Sdoi* has incorporated all of these disciplines into one. However, all of their services can be used independently and be tailored to fit any project, allowing the client to continue working with their proven existing supplier. *Sdoi* is without peer in our industry because their office intelligence<sup>SM</sup> projects are faster and cost effective.

**San Diego Padres Baseball Club**

P.O. Box 122000  
San Diego, CA 92112-2000

Mr. Bob Vizas, President & CEO  
(619) 881-6577 Fax: (619) 497-5445  
bvizas@padres.com

Mr. Mike Dee, Senior Vice President / Corporate  
Marketing  
(619) 881-6585 Fax: (619) 497-5337  
mdee@padres.com

www.padres.com  
Local Employees: 150

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The National League San Diego Padres are a force on the field and in the community. In addition to providing competitive Major League Baseball and a major league image for the region, Padres players and owners provide college scholarships for children, generate funds for children's cancer research, and are in the process of refurbishing 60 baseball fields for children of the region.

**San Diego State University**

5500 Campanile Drive  
San Diego, CA 92182-4610

Dr. A. Stephen Dahms, Director - CSUPERB  
(619) 594-2822 Fax: (619) 594-6381  
sdahms@sciences.sdsu.edu

www.sdsu.edu  
Local Employees: 6

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CSUPERB's mission is to support and promote interdisciplinary research and education programs in biotechnology and related areas, to develop biotechnology training and research facilities and to serve as the liaison between the 23-campus CSU system and industry, government and the public in biotechnology affairs.

**San Diego Travel Group**

9710 Scranton Road, Suite 300  
San Diego, CA 92121

Mr. Tim D. Smith, President & CEO  
(858) 450-4060 Fax: (858) 450-0628  
tsmith@SDTG.com

Mr. Karl Dring, General Manager  
(619) 824-2401  
kdring@SDTG.com

www.sdtg.com  
Local Employees: 10

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San Diego Travel Group (SDTG) is a full service travel company specializing in a broad range of corporate and vacation travel services. These services include corporate travel management with retail and on-site corporate facilities, MIS support (custom programming and reporting), analytical tools, third party proprietary programs to ensure the lowest possible prices, seats, waitlist, electronic upgrades, and e-mail and internet booking in cruise, tours, family vacations and honeymoons. SDTG also has a wholly owned subsidiary, AXIS Visa/Passport. AXIS handles all aspects of visa and passport processing, currency exchange, international travel itinerary supplements and passport photos.

**SANYO North America Corporation**

2055 Sanyo Avenue  
San Diego, CA 92154

Mr. Masafumi Matsunaga, President  
(619) 661-1134 Fax: (619) 661-6795

Mr. Alan Foster, Vice President  
(619) 661-4150 Fax: (619) 661-6795  
fosteraw@earthlink.net

www.sanyo.com  
Local Employees: 50

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As the regional corporate headquarters, SANYO North America Corporation oversees and supports 19 companies in Canada, the United States, and Mexico. Headquartered in San Diego, California, the North America Group has more than 6900 employees engaged in manufacturing, sales and marketing, and service and support functions.



**San Diego Regional EDC**  
Investors by Company

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**SBC Pacific Bell**

101 West Broadway, Suite 1440  
San Diego, CA 92101

Mr. Ignacio De La Torre, Area Vice President  
(619) 237-2151 Fax: (619) 231-1357  
ignacio.delatorre@sbc.com

www.sbc.com  
Local Employees: 7,000

SBC Pacific Bell is not only a leader in providing telecommunications services, but a highly regarded corporate citizen. The company serves 77 percent of Californians, investing over \$2.6 billion annually on network improvements, with \$300 million spent in San Diego County alone. SBC Pacific Bell is one of the state's largest employers: 62,000 employees with a \$2.8 billion annual payroll. Some 7,000 San Diego County residents work for SBC Pacific Bell, with an annual payroll of over \$2.5 billion. Active and retired employees routinely donate their resources to charitable causes. In addition, the company makes annual contributions totaling \$3 million. SBC Communications, SBC Pacific Bell's parent, was recently ranked the "Most Admired Telecommunications Company in the World" by Fortune Magazine.

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**Science Applications International Corporation**

1200 Prospect Street, Suite 400  
La Jolla, CA 92037

Mr. William A. Roper, Corporate Executive Vice President  
(858) 826-7711 Fax: (858) 826-2222  
roperw@saic.com

Mr. John Glancy, Executive Vice President of E-Business  
(858) 826-7740 Fax: (858) 826-2222  
glancyj@saic.com

www.saic.com  
Local Employees: 40,000

Science Applications International Corporation (SAIC) founded by Dr. J.R. Beyster in 1969, is the largest employee-owned research and engineering company in the United States. Based in San Diego, SAIC and its subsidiaries have estimated annual revenues of \$6 billion and more than 40,000 employees at offices in more than 150 cities worldwide. SAIC employees work to solve complex technical problems of significance to federal, state, commercial, and international customers in the areas of systems integration, information technology, telecommunications, health systems and services, national and international security, transportation, energy, and environmental systems and engineering.

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**Scripps Health**

4275 Campus Point Court, CP206  
San Diego, CA 92121

Mr. Chris Van Gorder, President & CEO  
(858) 678-7200 Fax: (858) 678-6767  
vangorder.chris@scrippshealth.org

www.scrippshealth.org  
Local Employees: 9,342

Scripps Health is a not-for-profit community based health care delivery network that includes more than 2,500 affiliated physicians, an extensive ambulatory care network, five acute-care and two convalescent hospitals, home health care and associated support services. As a result of the July 2000 re-affiliation with Scripps clinic, Scripps Health now has approximately 10,000 employees and also cares for patients at 13 clinic locations throughout San Diego County.

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**SeaWorld San Diego**

500 Sea World Drive  
San Diego, CA 92109

Mr. Dennis Burks, General Manager  
(619) 226-3802 Fax: (619) 226-3933  
dennis.burks@seaworld.com

Ms. Meg Newcomb, Manager of Community Relations  
(619) 225-3216 Fax: (619) 226-3933  
meg.newcomb@seaworld.com

www.seaworld.com  
Local Employees: 1,600

There's no place in the world like SeaWorld San Diego. Where else can you touch and feed dolphins, count the teeth on a shark and come face-to-face with a polar bear? Brave the waves on the Shipwreck Rapids adventure ride. Pirates 4-D is an in-your-face movie adventure that puts you in the middle of the action. Manatee Rescue brings you mug to muzzle with the endangered manatee. At Rocky Point Preserve you can feed dolphin a fishy lunch. You'll see the points on the teeth of the moray eels at Forbidden Reef, and shudder with cold as you watch the Antarctic birds in the Penguin Encounter. Stop by Shamu's Happy Harbor where everyone can kick off their shoes and kid around on slides and ropes, balls and boats. Just try to stay dry when the world famous Shamu comes a-splashing. And new this year, venture into the tail-chasing, raucous-raising world of your pet in SeaWorld's new Pets Rule! Dogs dance, cats cavort and birds flock. SeaWorld San Diego - it doesn't get any closer than this.



**Silicon Space, Inc.**

401 B Street, Suite 625  
San Diego, CA 92101

Mr. Dema Zlotin, President  
(619) 696-8820 Fax: (619) 696-0521  
dzlotin@siliconspace.com

Mr. Kevin Harris, COO  
(619) 696-8820 Fax: (619) 696-0521  
kharris@siliconspace.com

www.siliconspace.com  
Local Employees: 25

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Silicon Space Inc. is a Web system integrator that provides e-Business strategic consulting and implementation services for such Fortune 1000 companies as Hewlett-Packard, Disney, Gateway, and Union Bank of California. Founded in 1996, the company has pioneered solutions that enable clients to cut costs, create new revenue opportunities, generate measurable return on investment, and foster collaborative relationships with customers, partners, vendors, and employees. The company is the recipient of numerous honors and awards, including AeA High-Tech (Internet category); Deloitte & Touche Fast 50 Rising Star; San Diego Chamber of Commerce Emerging Business of the Month; Finalist; Ernst & Young Entrepreneur of the Year 2001; San Diego Business Journal Starcomm 2000 and 2001; and others.

**Simplex Grinnell**

9855 Carroll Canyon Road  
San Diego, CA 92131

Mr. Robert Jamieson, Region Manager  
(858) 279-8010 Fax: (858) 279-8164  
rjamieson@tycoint.com

www.simplexgrinnell.com  
Local Employees: 80

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Your Integrated Solutions Partner, founded in 1888, manufactures, installs, and services low voltage building systems for commercial, industrial, and institutional facilities, in and around San Diego. Simplex provides Fire Alarm/Life Safety, Security, Telecommunications, Data, Intercom, CCTV and MATV, Inter-comm/PA, Time/Attendance-Payroll, and many other specialty systems. Simplex also provides engineering, design, and consulting services to owners, contractors, and local/State code authorities. After-market service, on-going maintenance and testing services are provided, as well as UL field certification of installed systems. Twenty-four hour monitoring is provided for around the clock protection. Simplex is a California Alarm Company operator, a California C-10 Electrical Contractor, and a C-16 Sprinkler contractor.

**Solar Turbines Inc.**

2200 Pacific Highway  
San Diego, CA 92186-5376

Mr. Gary Stroup, President  
(619) 544-5000 Fax: (619) 237-8100  
stroup\_gary\_a@solarturbines.com

www.solarturbines.com  
Local Employees: 3,844

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Headquartered in San Diego, California, Solar Turbines, a subsidiary of Caterpillar Inc., is the world's leading manufacturer of industrial gas turbines, with more than 11,200 units in some 90 countries. About 70% of Solar's sales are to customers outside the U.S. Solar Turbines' products include gas turbine engines (rated from 1600 to 19,500 horsepower), gas compressors, and gas turbine-powered compressor sets, mechanical-drive packages and generator sets (ranging from 1 to 14 megawatts). Solar's customers put the company's products to work in many areas, including: production, processing and pipeline transmission of natural gas and crude oil; generation of electricity and thermal energy for processing applications, such as manufacturing chemicals, pharmaceuticals, and food products; and propulsion of high-speed marine craft. Solar Turbines' products are marketed and serviced from 14 facilities in California, Texas, Alaska, Illinois, Louisiana, Florida and New Jersey and 16 facilities in Canada, Mexico, Singapore, Belgium, Australia, United Arab Emirates, Ireland, Indonesia, Malaysia, England, Brazil and Japan.

**Sony Electronics Inc.**

16450 West Bernardo Drive  
San Diego, CA 92127-1804

Mr. Shin Takagi, President  
(858) 942-8500 Fax: (858) 942-9163  
shin.takagi@am.sony.com

Mr. Michael Rothmiller, Director-Government  
Media & Public Relations  
(858) 942-1296 Fax: (858) 942-9404  
michael.rothmiller@am.sony.com

www.sony.com

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Sony Corporation established a presence in San Diego in 1972 with a Trinitron® color television assembly plant. Today, the Sony Technology Center-San Diego (STC-SD) has evolved into one of Sony Electronics' most diverse operations in North America. The site boasts more than 15 different businesses in the areas of television, computers, and digital imaging. It has become an innovative center for product design, development and manufacturing, with the ability to take an idea from concept through full-scale production all at the same site. In fact, Sony now creates more than 30 different products in San Diego. Built on 29 years of success, and more than \$1 billion in capital investments in the region, STC-SD is leading the way towards our digital future with its evolution from a primarily manufacturing site to a high tech center emphasizing product design, engineering and product development.



## San Diego Regional EDC

### Investors by Company

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#### **Southwest Airlines Co.**

1081 Camino Del Rio South, Suite 223  
San Diego, CA 92108

Southwest Airlines is San Diego's number one airline in terms of departures and local customers boarded. They provide frequent flights at low fares to 55 U.S. cities.

Ms. Lourdes White, Area Marketing Manager  
(619) 260-1973 Fax: (619) 260-1089

Ms. Lidia S. Martinez, Field Marketing Specialist  
(619) 260-1973 Fax: (619) 260-1089

www.southwest.com  
Local Employees: 250

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#### **Stellcom, Inc.**

12670 High Bluff Drive  
San Diego, CA 92130

Mr. Paul Grinberg, Chief Financial Officer  
(858) 554-1400 Fax: (858) 792-0270  
pgrinberg@stellcom.com

Mr. Bernhard Schroeder, Sales/Chief Marketing Officer  
(858) 554-1400 Fax: (858) 792-0270  
bschroeder@stellcom.com

www.stellcom.com  
Local Employees: 450

Stellcom, Inc. is a premier systems integration firm that focuses on providing engineering solutions to enable mobile computing. Stellcom understands the technology challenges and the business landscape from the enterprise to the mobile device. Founded in 1984 and headquartered in San Diego, Stellcom has pioneered forward-thinking solutions to support and encourage the mobile and wireless industry. Stellcom is a leader in providing its depth of senior technology expertise with business strategy consulting to provide solutions to Fortune 1000 companies. These expert solutions are delivered to seamlessly connect clients, partners and employees with any application, regardless of location. Backed by senior software and hardware development professionals, Stellcom delivers solutions via four areas of expertise known as Centers of Excellence (CoE) including: Systems Development & Integration; Embedded Product Development; Consulting Strategy; and User Experience Engineering.

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#### **Stoorza Communications, Inc.**

610 W. Ash Street, Suite 900  
San Diego, CA 92101

Ms. Gail Stoorza-Gill, Chairman  
(619) 236-1332 Fax: (619) 233-1423  
gstorza-gill@stoorza.com

Mr. David Hallisey, Senior Vice President  
(619) 236-1332 Fax: (619) 233-1423  
dhallisey@stoorza.com

www.stoorza.com  
Local Employees: 12

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Stoorza is the name that has been synonymous with success and solid measurable results in San Diego since 1974. Chairman Gail Stoorza-Gill has built a public relations brand that invokes images of excellence, creativity, reliability, results and prestige. The firm offers a broad array of marketing communications services and is known for orchestrating highly successful campaigns for clients in a wide variety of industries.

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#### **Sundt Construction Company, Inc.**

4375 Jutland Drive, Suite 200  
San Diego, CA 92117

Mr. Tom Remensperger, P.E., President  
(858) 490-6800 Fax: (858) 490-6818  
trem@sundt.com

Mr. Tom Tourtellott, Vice President, Marketing  
(858) 490-6800 Fax: (858) 490-6818  
tetour@sundt.com

www.sundt.com  
Local Employees: 250

Sundt Construction Company, Inc. is an employee-owned general contractor delivering preconstruction and construction services throughout San Diego and Southern California since 1947. Providing services on projects ranging in value from \$250,000 to \$45,000,000, Sundt does both new construction and renovation on a wide variety of project types including: Commercial, Industrial, Institutional, Parking Structures, Retail Facilities, and Medical Buildings. 90% of the projects that Sundt is selected for are on a negotiated basis requiring extensive Preconstruction Services. As confirmation of quality service, 80% of Sundt's work is for repeat clients.

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**Swinerton Builders**

17140 Bernardo Center Dr., Suite 216  
San Diego, CA 92128-2088

Mr. Christopher Murphy, Manager, Business  
Development  
(858) 622-4040 Fax: (858) 622-4044  
cmurphy@swinerton.com

Mr. Christopher Day, Vice President  
(858) 622-4040 Fax: (858) 622-4044  
cday@swinerton.com

www.swbuilders.com  
Local Employees: 93

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Swinerton Builder's San Diego focus is General Contracting in Medical, Technology, Industrial, Office, Hospitality, Senior Care, and Institutional markets. The San Diego office was established in 1993 and became autonomous as the San Diego Division in 1995. Swinerton Builders is a 112 year-old, employee owned firm with offices covering the western United States. they complete approximately \$2 billion annually in new construction and renovation work in a variety of commercial, institutional, and industrial settings.

**T**

**The T Sector**

3755 Avocado Blvd., #510  
La Mesa, CA 91941

Mr. Robert J. Harrington, President  
(619) 447-3278 Fax: (619) 232-8892  
rharrington@thetsector.com

Ms. Katherine Harrington, Group Publisher  
(619) 447-3046 Fax: (619) 232-8892  
kharrington@thetsector.com

www.thetsector.com  
Local Employees: 15

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Expert staff writers and guest analysts develop in-depth original content for the monthly **T Sector** magazine that captures a unique perspective on evolving San Diego technology companies — documenting San Diego history in the making! Printed monthly on glossy, four-color paper, the magazine is sent to local technology leaders, investors, entrepreneurs, tech associations, job seekers and national media. On a regular basis, **The T Sector** conducts surveys developed both in-house and by the community on important topics vital to the area, plus each magazine includes comprehensive A-Z directory listings of a tech sector and service provider. CD-ROM versions will be available for purchase. Each fall, **The T Sector** publishes **The T Directory** that includes all of the year's directory listings, plus yearly update analysis. Content developed throughout the year is syndicated nationally.

**Technisource**

5355 Mira Sorrento Place, Suite 270  
San Diego, CA 92121

Mr. Hany M. Girgis, Business Development  
Manager  
(858) 678-0607 Fax: (858) 678-0623  
hgirgis@technisource.com

www.technisource.com  
Local Employees: 1,500

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Technisource is an International Information Technology Consulting Firm. Since 1986, Technisource has blended experience, commitment, innovation and personal service to deliver a winning combination. Their corporate mission is to be the highest quality source of technical personnel. Their dedication to corporate integrity is undoubtedly the reason why many of the nations finest corporations use Technisource's services exclusively for their technical contracting needs.

**Time Warner Telecom**

7220 Trade Street, Suite 300  
San Diego, CA 92121

Mr. Nelson Hubbell, Sales Director  
(858) 805-6040 Fax: (858) 309-0121  
nelson.hubbell@twtelecom.com

Ms. Rose Avila, Director of Sales  
(858) 635-8868  
rose.avila@twtelecom.com

www.twtelecom.com  
Local Employees: 24

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Time Warner Telecom offers business customers a "real" choice for local telephone service. They offer their customers a full array of private line services, business switched services, data and internet services. Time Warner Telecom delivers fast, powerful and flexible facilities-based metro and regional optical networks with state-of-the-art technology to large and medium business customers. Because they build their own networks and services offerings, they can tailor specific solutions to meet the unique needs and timeframes of their customers. Time Warner Telecom can help you and your business succeed. In San Diego they are the best telecommunications value in the market.



**San Diego Regional EDC**  
Investors by Company

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**The Titan Corporation**

3033 Science Park Road  
San Diego, CA 92121

Dr. Gene W. Ray, Chairman President & CEO  
(858) 552-9500 Fax: (858) 552-9651

Ms. Rochelle Bold, Vice President Investor  
Relations  
(858) 552-9400 Fax: (858) 552-9477  
rbold@titan.com

www.titan.com  
Local Employees: 10,000

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Headquartered in San Diego, The Titan Corporation creates, builds and launches technology-based businesses, offering innovative technical solutions. Three of Titan's four core businesses develop and deploy communications and information technology solutions and services. In addition, through its subsidiary SureBeam (NASDAQ: SURE), Titan markets the leading technology for the electronic pasteurization of food products and Titan is continually identifying promising technologies suitable for commercialization. The company has 10,000 employees and annualized sales of approximately \$1.3 billion.

**TLC Staffing**

8788 Balboa Avenue  
San Diego, CA 92123

Ms. Judith R. Lawton, President  
(858) 569-6260 Fax: (858) 569-8026  
judy@tlcstaffing.com

Ms. Kay Christian, Chief Operating Officer  
(858) 569-6260 Fax: (858) 569-8026  
kay@tlcstaffing.com

www.tlcstaffing.com  
Local Employees: 36

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TLC Staffing is a San Diego-based, woman-owned staffing service serving thousands of San Diego companies since 1985. The company recruits employees with expertise in the areas of administration, accounting, human resources, information technology, technical, and legal. TLC Staffing provides employees for temporary, contract, temporary to hire or direct hire positions.

**Torrey Mesa Research Institute**

3115 Merryfield Row Suite 100  
San Diego, CA 92121

Dr. Steven P. Briggs, President & CEO  
(858) 812-1001 Fax: (858) 812-1106  
steven.briggs@syngenta.com

Mr. Bob Powderly, Vice President & COO  
(858) 812-1004 Fax: (858) 812-1106  
bob.powderly@syngenta.com

www.nadii.com  
Local Employees: 150

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Torrey Mesa Research Institute is one of the world's largest single research endeavors dedicated to agricultural genomics research and development. Torrey Mesa applies genomics technologies to the development of improved plant traits, new methods for crop protection, and new animal health products, which enhance human life in an environmentally sustainable manner.

**Turnquist, Schmitt, Kitrosser & McMahon**

2550 Fifth Avenue, 10th Floor  
San Diego, CA 92103

Mr. Edward W. Kitrosser, President  
(619) 234-6775 Fax: (619) 696-6581  
EKitrosser@tskm.com

Mark E. McMahon, Vice President  
(619) 234-6775 Fax: (619) 696-6581  
MMcMahon@tskm.com

www.tskm.com  
Local Employees: 40

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Turnquist, Schmitt, Kitrosser & McMahon is a local accounting and consulting firm established in 1964. Though the firm has grown, they have kept their commitment to timely, individualized service and a proactive philosophy. The firm has extensive experience in auditing as well as a broad background in taxation. In addition, the firm offers a wide range of business services in the areas of management consulting, estate planning, succession planning, computer consulting, human resource consulting and other specialized services. The principal organizations and industries served include closely held businesses, construction, health care, and non-profit organizations as well as service organizations.

## U

### **Union Bank of California**

530 B Street, Suite 1200  
San Diego, CA 92101

Mr. Ron Kendrick, Executive Vice President  
(619) 230-4195 Fax: (619) 230-4524  
ronald.kendrick@uboc.com

Ms. Mary Curran, Senior Vice President  
(619) 230-3374 Fax: (619) 230-4524

www.uboc.com  
Local Employees: 1,955

Union Bank of California is a full-service commercial bank providing a broad mix of financial services: consumer and small business banking; middle market banking; real estate finance; corporate banking; correspondent banking and trade finance, with a Pacific Rim orientation; investment and financial management; personal and business trust services and global custody. The bank's commercial focus includes middle-market companies, corporate and multi-national companies headquartered in the United States, and the real estate development and real estate investment community. Also included are clients with large or unique cash management requirements, and national and international clients in communications, media, entertainment, energy, public utilities, retailing and other specialty industries.

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### **Union-Tribune Publishing Company**

350 Camino de la Reina  
San Diego, CA 92108

Mr. Gene Bell, President & CEO  
(619) 293-1101 Fax: (619) 293-2929  
gbell@uniontrib.com

Ms. Marilyn Creson, Director of Finance  
(619) 293-1115 Fax: (619) 293-2494  
marilyn.creson@uniontrib.com

www.signonsandiego.com  
Local Employees: 1,750

The San Diego Union-Tribune is the oldest business in San Diego County. It ranks in the top 20 newspapers in the country in terms of circulation. With daily circulation over 370,000 and Sunday sales topping 439,000, the newspaper serves San Diego County. The newspaper was created when The San Diego Union, founded on October 10, 1868, and The Evening Tribune, founded on December 2, 1895, merged into a morning newspaper on February 2, 1992. The same company had published them since 1901. Gene Bell serves as President and CEO of The San Diego Union-Tribune and Karin Winner is Editor of the newspaper. The company also publishes SignOnSanDiego.com, the leading local information site in the market.

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### **United Airlines**

2375 Airline Road, 2nd Floor  
San Diego, CA 92101

Mr. Mike Beauchamp, District Sales Manager  
(619) 231-5655 Fax: (619) 231-5653  
mike.beauchamp@ual.com

Mr. Greg Stockings, Account Services  
Representative  
(619) 231-5639 Fax: (619) 231-5653  
greg.stockings@ual.com

www.ual.com  
Local Employees: 260

United Airlines offers about 1,650 flights a day to 130 destinations in 27 countries and two U.S. territories. From San Diego United offers non-stop service to Chicago, Denver, San Francisco, Washington D.C. and Los Angeles, with connections to cities in Asia, the South Pacific, Europe and Latin America.

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### **United Parcel Service**

7925 Ronson Road  
San Diego, CA 92111-1997

Mr. Keith Hughes, Marketing Manager  
(619) 572-9199 Fax: (858) 541-2300  
khughes@ups.com

Mr. Craig Wiltz, San Diego Package Division  
Manager  
(858) 541-2318 Fax: (858) 541-2396  
cwiltz@ups.com

www.ups.com  
Local Employees: 1,300

UPS is the world's largest transportation company, offering the most extensive range of e-commerce and supply chain solutions for the movement of goods, information and funds. Headquartered in Atlanta, GA, UPS serves more than 200 countries and territories.



## San Diego Regional EDC

Investors by Company

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### **The University Club Atop Symphony Towers**

750 B Street, Suite 3400  
San Diego, CA 92101

Mr. Jim MacDonough, General Manager  
(619) 234-5200 Fax: (619) 234-2301  
jim.macdonough@ourclub.com

Ms. Denise Bay, Membership Director  
(619) 234-5200 Fax: (619) 234-2301  
denise.bay@ourclub.com

www.uc-sandiego.com  
Local Employees: 62

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The University Club combines the unique spirit of San Diego with the finest private club traditions. The University Club is San Diego's premier business and social club offering perfect ambience for all business and social gatherings. Fine dining with unparalleled service are featured in a setting unmatched for its spectacular view and elegant furnishings.

### **University Mechanical & Engineering Contractors**

1168 Fesler Street  
El Cajon, CA 92020

Mr. Pete Garcia, President & CEO  
(619) 956-2514 Fax: (619) 956-2301  
pgarcia@umec.com

www.umec.com  
Local Employees: 700

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University Mechanical & Engineering Contractors (UMEC) is a leader in customer satisfaction, offering a full array of mechanical contracting and engineering services. With 80 years experience, UMEC specializes in the design, fabrication and installation of cogeneration plants and HVAC, plumbing and process systems for the biotech, pharmaceuticals, microelectronic and manufacturing industries.

### **University of Phoenix**

3890 Murphy Canyon Road, Suite 100  
San Diego, CA 92123

Mr. Bruce Williams, Vice President/Director  
(858) 509-4301 Fax: (858) 576-0032  
bruce.williams@phoenix.edu

Mr. Ernie Price, Director of Academic Affairs  
(858) 509-4301 Fax: (858) 576-0032  
ernie.price@phoenix.edu

www.sd.phoenix.edu  
Local Employees: 93

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The University of Phoenix is the nation's largest university providing higher education programs for working adults. Bachelor's and Master's degree programs in Business, Nursing, Counseling, Education and Technology are available.

### **University of San Diego**

5998 Alcalá Park  
San Diego, CA 92110-2492

Dr. Alice B. Hayes, President  
(619) 260-4520 Fax: (619) 260-6833  
hayesa@is.acusd.edu

Dr. Francis Lazarus, Provost  
(619) 260-4553 Fax: (619) 260-2210  
lazarusf@is.acusd.edu

www.acusd.edu  
Local Employees: 2,200

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The University of San Diego is a private doctoral Catholic institution of higher education located on 200 acres overlooking Mission Bay. USD is known for its commitment to teaching and the formation of values and community involvement. Chartered in 1949, USD enrolls more than 6,600 students who may choose from more than 50 undergraduate and graduate degree programs. The university's academic units include the College of Arts and Sciences, and the Schools of Business Administration, Education, Law and Nursing. USD offers cultural events open to the public, and its sports teams compete in NCAA Division I.

**Sempra Energy**

101 Ash Street, 15 Floor  
San Diego, CA 92101

Mr. Steve Baum, Chairman & CEO  
(619) 696-2000 Fax: (619) 696-4611  
sbaum@sempra.com

Ms. Molly Cartmill, Director-Corporate Relations  
& Events  
(619) 696-4299 Fax: (619) 696-1868  
mcartmill@sempra.com

www.sempra.com  
Local Employees: 12,000

**Sempra Communications**

101 Ash Street  
San Diego, CA 92101  
(877) 736-7729

**Sempra Energy International**

101 Ash Street  
San Diego CA 92101  
(877) 736-7729

**Sempra Energy Solutions**

450 B Street  
San Diego, CA 92101  
(888) 843-2464

www.sempraenergysolutions.com

Sempra Energy, based in San Diego, is a Fortune 500 energy services holding company with 12,000 employees, revenues of \$5.5 billion and more than 6 million electric and gas meters serving 21 million consumers. Through its eight principal subsidiaries -- Southern California Gas Company, San Diego Gas & Electric, Sempra Energy Solutions, Sempra Energy Trading, Sempra Energy International, Sempra Energy Resources, Sempra Energy Utility Ventures and Sempra Energy Financial -- Sempra Energy has operations throughout the United States, Canada, Mexico and Latin America.

Sempra Communications invests in communications activities to provide infrastructure and services, such as high-speed broadband and wireless solutions, to Sempra Energy's national and international market base.

Sempra Energy International develops, operates and owns energy products in international markets. The company currently is involved in joint or solo ventures that provide natural gas and electricity services to more than 2.5 million customers in Argentina, Canada, Chile, Mexico, Peru, the United States and Uruguay.

Sempra Energy Solutions is the retail-marketing arm of Sempra Energy, providing a broad suite of energy-related products and services nationwide. The company develops integrated energy solutions for the commercial and industrial retail markets in the following segments of business and industry: manufacturing, heavy industrial, national commercial, hospitals, university, governments, schools and federal.

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**SENTRÉ Partners, Inc.**

225 Broadway, Suite 1700  
San Diego, CA 92101

Mr. Stephen B. Williams, Partner  
(619) 234-5600 Fax: (619) 234-7917  
swilliams@sentre.com

www.sentre.com  
Local Employees: 35

SENTRÉ Partners (pronounced "sentry") is a California corporation headquartered in San Diego. Founded in 1989 as Williams Partners, the firm has experienced tremendous growth. In March of 1994, the firm changed its name to SENTRÉ Partners to reflect its shared values and vision: stewardship and entrepreneurship. The name SENTRÉ is an acronym for Stewards and Entrepreneurs of Real Estate. SENTRÉ Partners is a real estate services and investment firm representing interests ranging from major private and public institutions as well as large and small individual investors. The company manages a portfolio of approximately 3 million square feet valued in excess of \$250 million.

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**SEQUENOM Inc.**

3595 John Hopkins Court  
San Diego, CA 92121

Mr. Steve Zanifoni, Chief Financial Officer  
(858) 202-9000 Fax: (858) 350-0344

Ms. Beth Anderson, Controller  
(858) 202-9000 Fax: (858) 350-0344

www.sequenom.com  
Local Employees: 150

SEQUENOM is a leader in the race to discover genetic variations of medical importance. These variations represent the origin of most differences between individuals, including predisposition to disease, drug tolerance and drug efficacy. Single nucleotide polymorphisms (SNPs) are the most common form of genetic variation and are expected to play an essential role in the future of drug development, diagnostics and other life science applications. SEQUENOM offers a complete genotyping solution to determine the medical relevance of SNPs, leading to personalized medicine. The Company's intellectual property portfolio consists of 35 issued or allowed U.S. patents, two issued foreign patents and more than 50 pending patent applications in the United States with corresponding foreign filings in major industrial nations. SEQUENOM is headquartered in San Diego, California with offices in Hamburg, Germany and Boston, Massachusetts.



**San Diego Regional EDC**  
Investors by Company

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**Sevin Rosen Funds**

402 W. Broadway, Suite 2050  
San Diego, CA 92101

Mr. Steve Domenik, General Partner  
(619) 531-8790 Fax: (619) 531-8793  
sld@srfunds.com

Ms. Jennifer Kammeyer, Director of Marketing  
(650) 326-0550 Fax: (650) 326-0707  
jkammeyer@srfunds.com

www.srfunds.com

Sevin Rosen Funds is a respected venture capital firm with a proven track record of funding successful companies since 1981. Sevin Rosen invests in early stage ventures that are based upon breakthrough technologies and products with the potential to create new markets and leadership companies. Historically, the firm has invested in pioneering computer hardware, enterprise software and semiconductor companies. The Sevin Rosen portfolio today includes optical networking systems and components, wireless communications and Internet infrastructure software. The firm's partners bring decades of both venture and operating experience, including years as executives of successful technology companies. This experience base results in a commitment to active, long-term involvement with each portfolio company. Sevin Rosen's best known IPO successes include such market leaders as Compaq, Lotus, Cypress Semiconductor, Citrix, CIENA and Capstone. The firm's most recent fund, Sevin Rosen Fund VIII, closed in the fall of 2000 and is capitalized at \$875M. Sevin Rosen invests in U.S.-based technology companies and, selectively, in international markets. The firm has offices in Dallas, TX., Palo Alto, CA., Austin, TX., and San Diego, CA.

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**Sharp HealthCare**

8695 Spectrum Center Blvd.  
San Diego, CA 92123

Mr. Mike Murphy, President & CEO  
(858) 499-4013 Fax: (858) 499-4030  
mike.murphy@sharp.com

www.sharp.com  
Local Employees: 11,000

Sharp Healthcare, an integrated not-for-profit health care organization based in San Diego, is the largest provider of comprehensive health care services in the region. In support of San Diego residents, Sharp annually provides nearly \$84 million towards health promotion and charity care in the region. Sharp Healthcare consists of four acute care hospitals, three specialty hospitals, three medical groups, four skilled nursing facilities, home health, hospice care and a broad spectrum of other facilities and services. Sharp operates approximately 1,800 beds, has nearly 2,300 physicians on medical staffs and 11,000 employees.

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**Sheppard, Mullin, Richter & Hampton LLP**

501 W. Broadway, 19th floor  
San Diego, CA 92101

Mr. John D. Collins, Managing Partner San Diego Office  
(619) 338-6500 Fax: (619) 234-3815  
jcollins@smrh.com

Mr. David B. Chidlaw, Partner  
(619) 338-6500 Fax: (619) 234-3815  
dchidlaw@smrh.com

www.smrh.com  
Local Employees: 705

Reflective of Sheppard, Mullin, Richter & Hampton LLP's state-wide reputation as California's business law firms, the San Diego office provides the full range of business oriented legal services including corporate/securities, intellectual property, international, labor/employment, real estate, tax and litigation in all areas. Their clients include some of San Diego's oldest established businesses as well as recent arrivals to the region. Committed to providing quality legal services to the poor, this office was named "San Diego's pro bono firm of the year" by the San Diego Volunteer Lawyer Programs four times in the last ten years, most recently in 1999.

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**Siemens Information and Communication Mobile LLC**

16745 West Bernardo Drive, Suite 400  
San Diego, CA 92127-1903

Mr. Graham Paxton, President & CEO  
(858) 521-3100 Fax: (858) 521-3102

Mr. Jacob Rice, Senior Manager, Public Relations  
(858) 521-3212 Fax: (858) 521-3102  
jacob.rice@icm.siemens.com

www.icm.siemens.com  
Local Employees: 160

The Siemens Information and Communication Mobile Group (IC Mobile) offers the complete range of mobile business including devices, infrastructure and applications. Devices include mobile phones, wireless modules, mobile organizers, cordless phones and products for wireless home networks. The infrastructure portfolio includes the complete range of mobile network technologies from base stations and switching systems to intelligent networks services and mobile applications. For fiscal 2000, IC Mobile recorded sales of \$8.46 billion. The group has approximately 27,000 employees worldwide.

**US Bank**

5787 Chesapeake Court  
San Diego, CA 92123

Mr. Robert Armstrong, Senior Vice President, San Diego Market President  
(619) 696-7266 Fax: (619) 234-6375  
robert.armstrong@usbank.com

Ms. Erica Opstad, Vice President & Community Development Manager  
(619) 226-5445 Fax: (619) 226-5442  
erica\_opstad@usbank.com

www.usbank.com  
Local Employees: 600

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Minneapolis-based U.S. Bancorp, with \$86 billion in assets, is the 9th largest financial services holding company in the nation and operates approximately 1,000 banking offices in the Midwest and West. The company provides comprehensive banking, trust, investment and payment systems products and services to consumers, businesses and institutions. It operates a network of 5,000 ATMs and provides 24-hour, seven-days-a-week telephone customer service. The company offers full-service brokerage services at approximately 100 offices through U.S. Bancorp Piper Jaffray. The company is the largest provider of Visa corporate and purchasing cards in the world, and is one of the largest providers of corporate trust services in the nation.



**Verizon Wireless**

PO Box 19707  
Irvine, CA 92618  
(949) 286-7000

www.verizonwireless.com

Verizon Wireless is the largest wireless communications provider in the U.S. with more than 28.7 million wireless voice and data customers. The coast-to-coast wireless provider was formed by the combination of the U.S. wireless businesses of Verizon Communications (NYSE: VZ) and Vodafone (NYSE and LSE: VOD). Verizon Wireless has a footprint covering more than 90 percent of the U.S. population, 49 of the top 50 and 97 of the top 100 U.S. markets. The company, headquartered in Bedminster, NJ, is 40,000 employees strong.

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**Washington Mutual, FA**

707 Broadway, 14th Floor  
6588-RLCA  
San Diego, CA 92101

Mr. Art Rivera, Vice President, Corporate Affairs Manager  
(619) 687-0202 Fax: (619) 236-0442  
arturo.rivera@wamu.com

Mr. Peter R. Villegas, First Vice President  
(213) 996-7716 Fax: (213) 996-7722

www.wamu.com

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With a history dating back to 1889, Washington Mutual is a national financial services company that provides a diversified line of products and services to consumers and small-to mid-sized businesses. At September 30, 2001, Washington Mutual and its subsidiaries had consolidated assets of \$223.64 billion. Washington Mutual currently operates approximately 2,300 consumer banking, mortgage lending, commercial banking, consumer finance, and financial services offices throughout the nation.

**Watson Wyatt Worldwide**

12544 High Bluff Dr., Suite 200  
San Diego, CA 92130

Mr. Thomas J. Grass, Managing Consultant  
(858) 523-5538 Fax: (858) 523-5501  
thomas.grass@watsonwyatt.com

Mr. Lee Morgan, Consulting Actuary  
(858) 523-5553 Fax: (858) 523-5501  
lee.morgan@watsonwyatt.com

www.watsonwyatt.com  
Local Employees: 85

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Watson Wyatt is an international human resources consulting firm, helping organizations achieve financial success through and for their people.



**San Diego Regional EDC**  
Investors by Company

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**Weldrite Manufacturing**  
2864 Progress Place  
Escondido, CA 92029-1516

Mr. Robert B. Haas, Director, Operations  
(760) 743-4041 Fax: (760) 743-1180  
roberthaas@weldritemfg.com

www.weldritemfg.com  
Local Employees: 39

Weldrite Manufacturing is a sub-contract manufacturing company engaged in the metal fabrication and welding business. Their products range from detail component parts, custom enclosures to large structural frame assemblies and weldments. For the past few years, they have been supplying quality metal products to companies such as: Solar Turbines, Inc., National Steel and Shipbuilding, Desalination Systems Inc. and Martin Marietta Corp. Their Quality Program conforms to Mil-I-45208A and our welder certifications conform to MIL-STD. 248D. Weldrite is also a member of the American Welding Society (AWS). They have a 25,000 square foot manufacturing facility located on 1.8 acres.

**Wells Fargo Bank**  
401 B Street, Suite 2201  
San Diego, CA 92101

Mr. Thomas V. Wornham, Senior Vice  
President/Regional Manager  
(619) 699-3032 Fax: (619) 233-1662  
zwornhm@wellsfargo.com

Ms. Judy Koman, Executive Assistant  
(619) 699-3017 Fax: (619) 233-1662  
jkoman@wellsfargo.com

www.wellsfargo.com  
Local Employees: 103,000

Wells Fargo's presence in San Diego includes Commercial/Corporate Banking, Retail Banking, Private Banking, Trust and Investment Management. Commercial Banking delivers operating credit, equipment and real estate financing, cash management services, foreign exchange, and international trade finance to companies with annual revenues from \$10 million to \$500 million. Retail Banking furnishes depository, consumer loan, investment and small business services through Premier Banking, Business Banking, Retail branches and Supermarket Banking. Private Client Services provides high net worth individuals with investment, credit, and personal banking needs. Trust and Investment Management delivers asset management and liquidity management to businesses and individuals, retirement fund investment and administration and personal trust services.

**Windamere Venture Partners**  
12230 El Camino Real, Suite 300  
San Diego, CA 92130

Mr. Kenneth Widder, Chairman Regional Tech  
Alliance  
(858) 350-7950 Fax: (858) 350-7951  
kwidder@windamerevp.com

Mr. John Burd, Ph.D., Managing Partner  
(858) 350-7950 Fax: (858) 350-7951  
jburd@windamerevp.com

www.windamere.com  
Local Employees: 10

Windamere Venture Partners is dedicated to start-up and emerging businesses in the healthcare arena. Businesses include opportunities in emerging pharma, therapeutic devices, integrated disease management, pharmacogenomics and Internet enterprises.

**The Willis Allen Company**  
1131 Wall Street  
La Jolla, CA 92037

Mr. Andrew E. Nelson, President & CEO  
(858) 459-4033 Fax: (858) 459-7538  
anelson@willisallen.com

Mr. Bud Clark, Executive Vice President  
(858) 459-4033 Fax: (858) 459-7538

www.willisallen.com  
Local Employees: 150

The Willis Allen Company is one of San Diego County's oldest and most prestigious real estate companies, serving generations of clients since 1914. In the early 1980s, Sotheby's International Realty selected the Willis Allen Company as the exclusive affiliate in San Diego, recognizing their professionalism, dedication to their clients, and leadership in sales of luxury properties. As a Sotheby affiliate, The Willis Allen Company is uniquely capable of providing unparalleled brokerage and marketing for the world's most significant properties. Nearly all agents have 10 to 20 years experience with the company.

## Z

**Zoological Society of San Diego**

P.O.Box 551  
San Diego, CA 92112-0551

Mr. Douglas G. Myers, Executive Director  
(619) 557-3999 Fax: (619) 557-3971  
dmyers@sandiegozoo.org

The Zoological Society of San Diego, a private, non-profit corporation, operates the San Diego Zoo and the San Diego Wild Animal Park for purposes of education, recreation, research and conservation. These internationally known zoological institutions are among Southern California's premier tourist destinations.

[www.sandiegozoo.org](http://www.sandiegozoo.org)  
Local Employees: 2,300





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402 West Broadway, Suite 2000  
San Diego, CA 92101  
tel 619.687.7000  
fax 619.687.7007  
[www.ncgpn.com](http://www.ncgpn.com)

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we're bringing fresh ideas to the table.



Premier Food Services has been pleasing palates at companies all over San Diego for more than 27 years. As the region's leading food service provider, we have the resources and expertise to create and manage the ideal dining facility for you and your employees. More and more employers are recognizing what we've known all along – a delicious, home-style meal at a reasonable price is something employees really appreciate. We'd like to invite you to taste the difference. For additional information, please call Chris Monroe at 858-621-5151.

