

Dining



Ingrid Croce discusses the big move of Croce's, now Croce's Park West, from the Gaslamp to Bankers Hill.
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Construction



Alan Gin, a University of San Diego economist, says the number of construction jobs created exceeded expectations.
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The Lists:

MBA Schools
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Colleges & Universities
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Melissa Jacobs

Suneer Jain, a lab manager at Illumina Inc., looks at a slide at the company's facility.

LOOKING UP

BIOTECH: Illumina Makes History in Genome Sequencing

By MEGHANA KESHAVAN

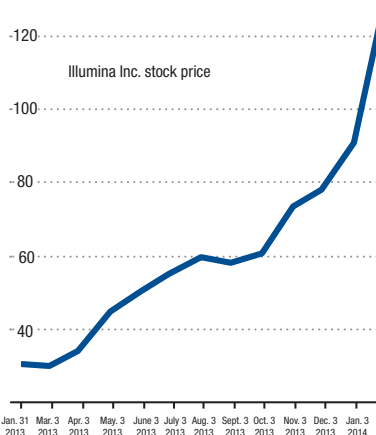
What a difference time has made for Illumina Inc.

Things seemed dark to some a little more than two years ago when the San Diego-based genome sequencing equipment maker's stock had fallen from the mid-\$70s to the mid-\$20s over about four months, and its doorstep was further darkened about three months later by the shadow of a hostile takeover.

By contrast, the mood at Illumina today is as bright as any company in its sector as it basks in the glow of soaring stock prices and the accolades of industry analysts.

► *Illumina page 30*

Year on the Rise



Blood Bank Borrowing Profit Principles

HEALTH CARE: New CEO Seeking to Diversify Revenue, Create Partnerships

By MEGHANA KESHAVAN

Blood banks are bleeding: Donor rates are dropping, and hospitals don't use or need as much blood as they once did. But San Diego Blood Bank's new CEO, David Wellis, is applying his business acumen as a longtime biotech executive to forge partnerships with companies and researchers to find alternate uses — and alternate revenue streams — for

► *Blood Bank page 32*



Photo courtesy of San Diego Blood Bank
A donor gives blood at San Diego Blood Bank. It typically costs more than \$150 to collect, screen and store blood.

Little Italy Continues To Craft Its Image

PROPERTY: Plaza to Add To Stylish Mixed-Use Efforts

By LOU HIRSH

Developers and business leaders in Little Italy are looking to break ground by midyear on Date Street Piazza, a vehicle-free public plaza that would be the latest of several projects bringing new residents and businesses to the historic downtown neighborhood.

Little Italy is downtown San Diego's oldest established business district, founded in the 1920s by Italian immigrants who came here to work in the city's bustling tuna fishing industry.

► *Little Italy page 34*

Accelrys Acquired by French Co. for \$750M

SOFTWARE: Local Co. Bought 5 Firms in Recent Years

By MEGHANA KESHAVAN

Accelrys Inc., a San Diego life sciences software company that's built itself on a series of mergers and acquisitions, has itself been acquired by France's Dassault Systèmes SA for \$750 million in an all-cash deal.

Dassault (Paris: DSY.PA), which designs 3-D modeling software, bought Accelrys at a price of \$12.50 per share — a 29 percent premium over its closing price of \$9.72 on Jan. 29, the day before the announcement.

► *Accelrys page 16*

Confusion May Be Drones' Latest Weapon

DEFENSE: General Atomics Part of Marine Corps Exercises To Evaluate Jamming Capability

By BRAD GRAVES

General Atomics Aeronautical Systems Inc. is eyeing at least one new market for its Reaper aircraft, saying the military could use the unmanned flying machine as a battlefield signal jammer.

Northrop Grumman Corp., which makes specialized jamming electronics, and GA-ASI recently announced the results of an exercise in which a General Atomics-owned Reaper

► *Jamming page 33*



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Businessman Creates a Video to Challenge Litigation Tactics



THE BUSINESS OF LAW

Randy Frisch

that our court system allows.

The rest of the time, Shea is a restaurateur, who has built a terrific business, including **Donovan's Steak and Chop House**, a favorite among successful attorneys.

What you might not know about him is that he comes from really hearty stock, like his Aunt Kay. **Kay Shea** was seriously injured in a car accident nearly two years ago and was billed about \$1 million worth of hospital bills. She has iron rods in both legs and other medical conditions she'll have to deal with for the rest of her life. Dan's recent brush with our court system began when a 17-year-old boy drove the wrong way in Kay's lane and hit her car head-on. The boy, who was at fault, was insured, but the legal system appears to have created an opportunity for his insurance company and two others to refuse or delay paying. Perhaps they were just hoping the 85-year-old Missouri woman might be intimidated by lots of lawyers or time. They were wrong. Kay and her attorney, **Craig McClellan**, earned a Missouri jury verdict of \$2.1 million. The insurance

Dan Shea works hard for the good of San Diego and the country. While he's not a lawyer, he has created a video that challenges some of the rules of evidence — and litigation tactics —

company is still fighting the verdict, which annoys the Sheas. If you know Dan, you know he does what he thinks is right, and he's not afraid to draw attention to bad things the government or companies do. It's worth the 10 minutes to watch his video at www.insurancebadbehavior.org.

Opper & Varco LLP recently hired one of the county's best water lawyers, **Wayne Rosenbaum**, as a partner. Rosenbaum does more than water, no drought puns here; his practice focuses on renewable energy, infrastructure, development projects and greatly complements his firm's environmental, water law and land use-related services. Rosenbaum has worked for public- and private-sector clients who build projects such as airports, solar farms, wind projects, hospitals and housing by navigating and avoiding the pitfalls of various environmental and land use regulations. He also helps clients develop and implement solutions to environmental regulations that are legally defensible and economically sustainable.

The latest **Allen Matkins/UCLA Anderson Forecast Commercial Real Estate Survey** signals continued optimism among developers, which could mean higher costs for lawyers looking for space and, more importantly, legal work for attorneys who advise developers. The research project polled a panel of California real estate professionals in the development and investment markets on various aspects of the commercial

real estate market. The improvement is only a slight increase in confidence in the legal sector since the survey was last conducted in June 2013. The biannual survey projects a three-year outlook for the state's commercial real estate industry and forecasts potential opportunities and challenges affecting office, industrial and multifamily sectors. It was conducted in November and released in January. "Clear economic improvement is generating new opportunities for profitable investment in office and industrial space across the state. According to surveyed industry leaders, developers in all areas (with the exception of the Bay Area's industrial markets) expect to accelerate development activity, tightening the commercial real estate supply," the report said. While no specific mention was made about San Diego real estate, the report concluded that a growth business sector would be California office development, particularly in Southern California. About 70 percent of the developers surveyed said they would be starting projects in the next 12 months. Even industrial projects and multifamily housing projects will see growth this year, and about 65 percent of the multifamily developers will be starting projects within the next 12 months.

Michael Lees has been named a shareholder at **Seltzer Caplan McMahon Vitek**. Lees joined the firm as an associate in 2005, and his practice focuses on real estate and business transactions, taxation and

health care law. He advises individuals and businesses in corporate and transactional matters, and represents buyers and sellers in acquisitions and divestitures of businesses, real estate and capital assets. Lees also prepares and negotiates formation and operative documents for corporations, partnerships and limited liability companies, including complex joint ventures and investment funds. Lees is actively involved with the **Jewish Family Service of San Diego**, serves on the Professional Advisory Committee of the **Jewish Community Foundation** and is board member of the **University of Arizona Alumni Association's** San Diego chapter. Lees resides with his wife and two daughters in Scripps Ranch.

Feb. 6 is the second annual **Lawyers Club of San Diego Red, White & Brew** event that will feature wine and beer tastings paired with food tastings. Last year was a lot of fun, and you should put this event on your calendar. Good fun, good cause. Can't beat it. The cost is \$55 for Lawyers Club members and \$70 for nonmembers.

Randy Frisch is vice chancellor of business and administration at National University, and former publisher of the San Diego Business Journal. He is licensed to practice law in California, Nevada and Idaho.

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