



The new Monsaraz Hotel in Point Loma was designed to reflect the area's Portuguese heritage. Photo courtesy of Alliance Development Services

Boutique Hotel Wins Int'l Design Award

REAL ESTATE: \$30M Monsaraz Hotel Debuts in Point Loma

■ By RAY HUARD

Point Loma's new **Monsaraz Hotel** has won an international award for its design, which is meant to reflect the Portuguese heritage of its neighborhood.

Finished in 2021, the hotel just won a

LIV Hospitality Design Award from the prestigious design organization based in Zurich.

The LIV awards recognize excellence in hospitality architecture, interior design and guest experiences on a global scale.

The Monsaraz was built by **Alliance**

Development Services, based in Carlsbad, in partnership with Lamming Co., which is headquartered in Point Loma.

Interior designs came from Los Angeles-based **KNA Design** and exterior design by **Joseph Wong Associates** based in Bankers Hill.

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Terry Tallen Joins Homer Hoyt Institute

REAL ESTATE: Honor Caps Stellar Career

■ By RAY HUARD

Terrence "Terry" Tallen has been inducted into the prestigious **Homer Hoyt Institute** as a Hoyt Professional Fellow.

"I am delighted to be a part of this great prestigious, ground-breaking international institute," Tallen



Terry Tallen
CEO/Chairman
Tallen Capital
Partners

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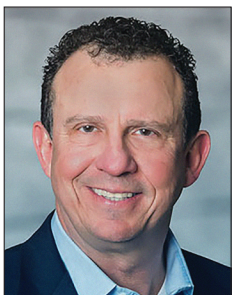
Epic Advances Liquid Biopsy

BIOTECH: \$43M Series F to Fund Growth

■ By JEFF CLEMETSON

San Diego diagnostics company **Epic Sciences, Inc.** is in an epic position to grow its multi-omic platform and expand operations.

On June 2, the company announced it had completed a \$43 million first close of its Series F financing round, led by **Arsenal Capital Partners** with support from existing investors **Blue Ox Healthcare Partners**, **Deerfield Management** and **Labcorp**.



Lloyd Sanders
President & CEO
Epic Sciences, Inc.

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Inspiring Purpose-Driven Social Impact

EVENTS: 2022 Cause Conference Coming in September

■ By KAREN PEARLMAN

Purpose-driven business leaders and nonprofits, impact investors, philanthropists and social enterprises will connect later this year at the **2022 Cause Conference**, seeking to collaborate about some of the biggest challenges facing the San Diego region.

The event, now in its 24th year, will be held from 8 a.m. to 5 p.m. Thursday, Sept. 15



Grant Oliphant
CEO
Conrad Prebys
Foundation

at the **University of San Diego**.

The Cause Conference's mission is to unite and empower local leaders to create positive social impact through collaboration, providing access to cutting-edge business best practices, tools, networks and



Donna DeBerry
CEO
County San Diego
Black Chamber of
Commerce

innovative strategies needed to positively affect social change.

The conference will highlight the need for all sectors to share in the responsibility of working to help with societal issues.

The event is hosted and presented through a collaboration between the **Better Business Bureau serving the Pacific Southwest** and the **San Diego Business Journal**.

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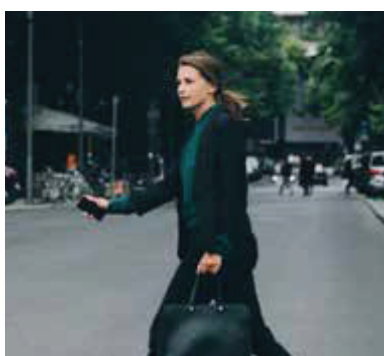
ROBOTICS: Labor Shortage, Innovation Drive Growth at Brain Corp

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PRIDE MONTH: Meet San Diego's LGBTQ+ Leaders of Influence Top 50 for 2022

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PRIDE MONTH: Celebrating San Diego's LGBTQ+ Business Community During Pride Month



We don't stop when we get your business.

We keep earning it every day.



Torrey Pines Bank, a division of Western Alliance Bank. Member FDIC. Western Alliance Bank ranks high on Forbes' "America's Best Banks" list year after year.

TORREY PINES BANK

Tallen

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said. “The opportunity to collaborate with this extraordinary group of intellectuals and practitioners is a tremendous opportunity and I am deeply grateful.”

Tallen is the chairman and CEO of **Tallen Capital Partners**, a real estate investment and development firm based in Del Mar, and a member of the policy advisory board of **Burnham-Moores Center for Real Estate** at the **University of San Diego’s** Knauss School of Business.

“A humble guy with a big heart,” is how **Stath Karras**, executive director of the Burnham-Moores Center, described Tallen. “It’s important for him to give back,” Karras said. “I’m talking about time and talent.”

Honoring Leadership

Tallen was inaugurated in May as a fellow in the Homer Hoyt Institute by Hoyt President **Jeffrey Fisher, PhD**, professor emeritus at **Indiana University** and founder of the **Indiana University’s Center for Real Estate** and **Norm Miller**, Hahn Chair of Real Estate Finances at USD’s Knauss School of Business and vice president of the Homer Hoyt Institute.

“We are honored to welcome our colleague and friend, Terry Tallen to the Homer Hoyt Institute,” Fisher said. “His influence and support for the commercial real estate field, especially his involvement in education and melding the worlds of education, athletics, and philanthropy has been outstanding. We know becoming a Professional Fellow will help extend his impressive commitments.”

Based in North Palm Beach, Florida, the Homer Hoyt Institute is an independent, nonprofit research and educational foundation established in 1967. The institute brings in leading real estate academics and professionals from around the world to discuss applied research and current market trends affecting

real estate.

The Hoyt Professional Fellows are a group of industry leaders honored for their leadership and accomplishments in the field of professional real estate. They interact with the Hoyt Academic Fellows to provide real time research and educational initiatives.

Taking Pride

Growing up in the Ohio city of Hamilton between Cincinnati and Dayton, Tallen made a name for himself playing football at Hamilton Badin High School where he became a versatile player as an All-State offensive guard and was elected team captain at middle linebacker for the 1977 Ohio All-Star Game.

He went on to play at Indiana University and first came to San Diego in 1979 as team captain and defensive star of the university’s nationally ranked 1979 **Holiday Bowl** championship football team. He was one of the rare individuals in major college football to twice be elected team captain of winning college bowl teams.

“Living in California and specifically in San Diego was a dream that I pursued until it came true,” Tallen said.

While staying at the **Hyatt Regency Islandia** – the team hotel for the Holiday Bowl -- “I recall telling my teammates that ‘someday, I will live in San Diego,’” Tallen said.

He started his San Diego real estate career in 1998 and was recruited to lead the redevelopment and portfolio leasing for the **Burnham Pacific REIT** (Real Estate Investment Trust) as a senior executive and corporate officer.

After graduating from Indiana University with a degree in finance, marketing and management, Tallen was hired by **Pepsi Cola Bottling Company’s** executive training program in Melbourne, Fla.

“I saw the Florida real estate boom first-hand and at the time there were a



Stath Karras
Executive Director
Burnham-Moores
Center for Real Estate

net new 1,000 people a day moving to the Sunshine State. I thought that it was a terrific opportunity at the age of 25 to learn the business and become a professional investor and leader in the industry,” Tallen said.

Tallen founded his current company, **Tallen Capital Partners**, in 2013. Other Tallen entities have been active since 1994.

“I take great pride in being a self-made professional in the commercial real estate industry,” Tallen said.

He and his wife, Diane, have two daughters and one son.

In 2017, through his relationships with Fisher and Miller, Tallen was invited to join the policy advisory board at the Burnham-Moores Center.

Always Strive to Learn, Improve and Grow

By joining the advisory board, Tallen was reunited with **Malin Burnham**, an icon of San Diego’s commercial real estate industry.

Looking back on his career, Tallen said the advice that he would give his younger self comes from something that he was told by **Lee Corso**, a former coach at Indiana University and elsewhere and a sports broadcaster for **ESPN** – “never, ever compromise your integrity in any manner and never compromise your integrity to get a job or keep a job.”

“Looking back, I would say never quit, always learn and reinvent yourself, grow, respect others -- and play your cards close to your vest,” Tallen said.

To those just entering the field, Tallen’s advice is “develop relationships with mentors.”

“Having good mentors not only speeds up the learning curves, it also provides for valuable contacts and experiences,” Tallen said.

The commercial real estate market is far different in 2022 than when he started out. “When I came up in the business,

specifically in retail real estate investment and development, most of the retail portfolios were owned by families and now most of the larger portfolios are owned by institutional investors, private equity firms, and REITs (Real Estate Investment Trusts), etc.,” Tallen said.

Technology has also changed the commercial real estate market.

“I am very interested in this compelling aspect of the business,” said Tallen, who has invested and become an advisor to a real estate platform focused on business development marketing, analysis and deal management called **RealNex**.

“Finally, the emergence of focused, professional educations and curriculum in real estate studies available to students is dramatically different. A prime example is the USD undergraduate and graduate programs,” Tallen said. “It is a great pleasure to work with Stath Karras, our outstanding colleagues on the Burnham-Moores Center Policy Advisory Board and their faculty and staff to improve and enhance the fortunes of USD students in the highly competitive commercial real estate industry.” ■

Tallen Capital Partners



FOUNDED: 2013

CEO AND CHAIRMAN: Terrence “Terry” Tallen

HEADQUARTERS: Del Mar [and Mill Valley, CA]

BUSINESS: Commercial real estate investment and development

EMPLOYEES: The company engages consultants and independent contractors and has operating partners on a case-by-case basis.

WEBSITE: www.tallencapital.com

CONTACT: 858-314-9836

SOCIAL IMPACT: Terry Tallen donates time, resources and provides financial support to a variety of organizations in communities throughout California and the western and midwestern U.S.

NOTABLE: The company is a national markets firm known in the retail real estate industry for the acquisition and repositioning of properties and achieving significant returns on invested capital through the redevelopment of under-performing shopping centers and retail projects in both urban and suburban markets with high barriers to entry.

Cause

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This is the first year the conference will focus on the broader business community, said **Larry Kesslin**, Entrepreneurial Ambassador for the Better Business Bureau serving the Pacific Southwest.

Kesslin said that “from a business perspective, it’s all about the next generation of talent.”

He said that businesses looking to recruit, develop and retain employees have to understand that those workers want to know how social impact is tied into their businesses.

Organizations Driving Change

“The next generation of workers doesn’t want to work for companies that don’t care. The next generation of workers are demanding this and our communities need it,” Kesslin said.

Kesslin, who moved to San Diego from the East Coast more than a decade ago, said that learning how you can make an impact in this city isn’t always easy. “There is so much already going on and we need to shine a light on the people and

organizations that are driving change.”

The Cause Conference will be a place to learn about what

others are doing and to create opportunities for collaboration, Kesslin said.

“We are seeking to bring together business leaders (both for-profit and non-profit), government, education, impact investors, philanthropists and more to discuss these issues and learn from each other.”

Conference Started in 1998

Parker Pike founded the Cause Conference in 1998. He said that the inception of the event was the first step in providing a platform for sharing groundbreaking ideas to help the business community reach purpose-driven goals.

“This event is now the catalyst to bring together even more collaboration, innovative thinking and the entrepreneurial spirit that makes up so much of San Diego’s business reputation,” Pike said. “Like many executives in town, we have listened to the needs of both donors and non-profits and are proud that a large cause



Parker Pike
Founder
Cause Conference

ecosystem is building to do so much good in our region.”

Event partners include **Optima Office**, **Visceral**, **Dr. Bronners**, **Kaiser Permanente**, **Cox Communications**, **iHeart Media San Diego**, **Endeavor Bank** and **CMR Risk & Insurance Services**.

Event co-chairs are **County San Diego Black Chamber of Commerce CEO Donna DeBerry** and **Grant Oliphant**, CEO of **The Conrad Prebys Foundation**,

who said the conference provides the business community with “the opportunity to expand its social impact by meeting together and collaborating with nonprofits, foundations, impact investors and others to improve our region for all residents.”

“The conference increases open communication between these organizations to amplify impact and better facilitate access and equality throughout San Diego,” Oliphant added.

Speakers slated to share their thoughts at the 2022 conference include:

- **Saundra Pelletier**, CEO at **Evofem Biosciences**
- **Garry Ridge**, CEO of **WD40**
- **Matthew Fehling**, president and CEO of the **Better Business Bureau serving the Pacific Southwest**
- **Julia Healey** CEO of **United Charitable**

- **Jeff Fisher** managing partner at **LMA Marketing**
- **Eric Kauffman**, owner of **Sagatica**
- **Emily Young**, director of the **USD Non-Profit Institute**
- **Eugene “Mitch” Mitchell**, senior VP at **Sempra Energy**
- **Megan Thomas**, president and CEO of **Catalyst of San Diego**
- **Brian Zumbano**, VP, chief development and stewardship officer at **San Diego Foundation**
- **DeLinda Forsythe**, CEO of **Innovative Commercial Environments**
- **Beth Sirull**, president and CEO of **Jewish Community Foundation of San Diego**
- **Neville Billimoria**, SVP of membership at **Mission Fed Credit Union**
- **Sarah Lyman**, executive director of **Alliance Healthcare Foundation**
- **Barb Chodos**, president and publisher of the **San Diego Business Journal**
- **Brandon Peele**, founder of **Unity Lab**
- **Matthew Billingsley**, partner at **Visceral**
- **Malin Burnham**, founder of the **Burnham Center for Community Advancement**
- **May L. Harris**, CEO of **For Purpose Law Group**
- **Sierra Vischer Kroha**, CEO of **San Diego Social Venture Partners**

For more information about the 2022 Cause Conference, go to causesandiego.org. ■