



BUSINESS JOURNAL

CARLSBAD.ORG

A W A R D W I N N I N G P U B L I C A T I O N

JULY 2020



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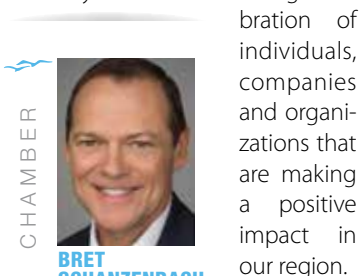


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The people of Carlsbad have spoken

Thank you to everyone who took the time to join us for our **Virtual CBAD Award Week** on Zoom in late May. It was a week-long celebration



of individuals, companies and organizations that are making a positive impact in our region. Oprah Winfrey once said, "If you want

to feel good, you have to go out and do some good." That was exactly what our CBADs celebrated, those "doing" some good. Over the next several issues of the Carlsbad Business Journal, we look forward to sharing the stories of those who are doing some good here locally.

The difficult part about hosting awards is that not everyone wins. And I know that sounds like a "trophy generation" kind of saying, but it is true. Every finalist for our **Carlsbad Business, Achievement & Distinction Awards** was very worthy of recognition. And since all of our finalists are amazing, we (meaning the staff, the Board, etc.), purposefully did not become directly involved in the decision-making process that de-

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FROM PIVOT TO PERMANENT

How our community is using crisis to change for good

The COVID-19 pandemic has brought significant changes to the way America works, starting with the millions of people who are working from home, many for the first time, and escalating to the rapid development of tools and techniques that make productivity possible in a transformed world.

The mark of any good business is its ability to adapt to changing conditions, and this is no less true for cities.

Before COVID-19 struck, forcing many businesses to adjust to remote work overnight, many tech companies were already making that shift, instituting new and more flexible ways of work that embraced digital collaboration and telecommuting. Whether used as a perk to attract talent that are productive wherever they are, to reduce office space costs, or because a company's workforce is distributed around the globe, the adoption of remote work continues to grow.

The City of Carlsbad was embracing this trend too, already planning and implementing changes to carry us forward into a more digital future. Prior to the pandemic, we were shifting more services online, collaborating virtually, and developing a remote work policy. To paraphrase Oscar Wilde, we expected the unexpected – so when COVID-19 forced change on the way we do businesses – we did what a lot of our Carlsbad businesses were already doing. We adapted and accelerated adoption.

Everything we are doing is driven by a desire for continuous improvement in how



City staff and volunteers have distributed "We're Open" signs and tens of thousands of masks to businesses, supporting a safely reopening.

CITY NEWS



DAVID GRAHAM
CHIEF INNOVATION OFFICER
CITY OF CARLSBAD

Everything we are doing is driven by a desire for continuous improvement in how we optimize services for our residents and support our businesses.

we optimize services for our residents and support our businesses. We continue to put more services online, such as utility billing, which previously consisted of paper billing and the U.S. Postal Service. This adaptation aligned with the onset of the COVID-19 shutdown and allowed the city to turn-on this service at the time our residents and businesses needed it most.

Already on the roadmap to make it easier

to do business in the city, more permits have shifted online, virtual tools are being used for inspections and simple permits, like water heaters permits, are being processed more conveniently using digital tools.

As the health emergency moved into a prolonged a shutdown with shelter-at-home requirements and public health orders, our

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BUSINESS SPOTLIGHT

Our *casa* is open again

North County's favorite place to "festa!" – **Casa de Bandini** in The Forum Carlsbad – is open and ready to share its award-winning Mexican cuisine, refreshing (and giant!) margaritas, and warm, romantic atmosphere with you once again.

General Manager Gilbert Gastelum says Casa de Bandini has implemented all required measures to help protect the health and safety of the restaurant's guests, staff and community. For example, proper physical distancing is being maintained by emphasizing seating on Casa de Bandini's beautiful and lush open-air, outdoor patio – a perfect place for dining with loved ones on a summer evening!

"We know how important it is to stay healthy during these unprecedented times," said Gastelum. "We are doing everything we can to ensure our guests feel safe in our restaurant while still providing the same fes-

tive – and delicious – experience they have come to love and expect from us."

Take it from these satisfied customers who shared their experiences on Facebook shortly after the restaurant reopened for dine-in in May:

"Felt so good to sit outside and wait for takeout (while having my favorite margarita). Felt normal, and I think we all can use a little of that. Everyone was spot on with safety protocol. Good to have you guys back," wrote Nancy S.

"We went there last [night] with friends. It was great and they have all the protocols for safety in place without making it feel weird," shared Phil H.

Staff are also required to wear Personal Protective Equipment, such as mask and gloves; masks are required for customers entering



Bringing Mexico to Carlsbad, Casa de Bandini safely reopened for dine-in in May.

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The heart of Carlsbad

Back in May, the Carlsbad Chamber of Commerce celebrated its first ever **Virtual CBAD Awards Week**. Adjusting to a very dynamic situation, the event was a week of inspiring stories, great interviews and recognition of the best businesses in the region.

One of the CBADS categories was Community Impact – Small Business. With so many great finalists this award was split between two very deserving winners, which happen to operate just a few blocks away in the heart of Carlsbad, our Village: **Señor Grubby's** and **Engel & Volkers**.

I recently had an opportunity to speak with both the owners of both businesses.

My first conversation was with Justin Jachura, owner of Señor Grubby's. Señor Grubby's has been putting a unique twist on Mexican food since 2008 from a relaxed local setting. Grubby's won the Community Impact Award for their tireless commitment to Carlsbad. Justin commented that years ago he discovered that one thing that he had to contribute to a cause was food. That commitment to giving back turned into "We Care Wednesdays." On "We Care Wednesdays" Grubby's donates 20% of their proceeds back into charitable causes within the community. In addition to that they have also woven art into the community. If you are lucky enough to visit Señor Grubby's you can't miss the tremendous mural that adorns their building known as the Carlsbad



FROM THE CHAIR
MATT LEONARD
CHAIRMAN
OF THE BOARD
CARLSBAD CHAMBER
OF COMMERCE

Art Wall. Curated by one of our newest Chamber members, Bryan Snyder (**Snyder Art and Design**), the wall showcases different muralists every two months and is a must see for locals and visitors alike. I am grateful to Justin for Grubby's community involvement and asked him what the community could be doing for them during this COVID-19 new normal. His answer was selfless and community oriented. He asked that we as locals help drive business to our local businesses by posting reviews on Yelp, and *like* pages not just spotlighting Señor Grubby's, but all our local restaurants and destinations.

I also had the pleasure of speaking with Trevor and Lindsey Smith of Engel & Volkers. This local couple helps North County with their real estate transactions, but impacting the community as they help people with their real estate needs is what they truly love.

My space in this column is limited and there is not enough room in the CBJ to list how involved Lindsey and Trevor are

in our community, so I will highlight a few things. They organize two major city clean ups during the year. This year, because of gathering restrictions and stay at home orders, this has been more difficult. But they pushed forward with virtual clean ups and will return to keeping Carlsbad clean soon in the future. They also have discovered how to leverage their centric office and location to impact our community. During the Carlsbad Village Street Faire, they set up quiet rooms in their offices for those who may be suffering from sensory overload and needing a quiet space to relax in. They are also heavily involved organizing blood drives, organizing the Athletes Village for the Special Olympics. And if you've gotten a chance to watch movies in the Village, that event has been made possible thanks to the generous donation of the equipment by Engel & Volkers. I am also grateful for Lindsey and Trevor for their community involvement and asked what the community could be doing for them. Their suggestion was that if you are looking to buy or sell residential or commercial properties, please give them or one of their agents the opportunity to make that happen for you.

For more coverage of the CBAD Awards, please go to Page 9 or visit carlsbad.org/cbad-award-winners/



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› CARLSBAD

Continued from Page 2

terminated the winners. We let impartial judges from outside our region rate and rank the nomination essays to determine the winners.

But this year we added social media voting into the mix as well. More than 1,500 of you got involved and voted for your favorite businesses in our multiple categories. We were happily surprised by the number of people who voted. And your votes did matter. Your votes were factored into our "judges' rubric" to help determine the winners.

But we decided that with all that community input, we couldn't just have your votes be part of the determining process. We decided that we needed a "People's Choice" award this year, that was solely determined by your votes. With that said, I am happy to announce that our first-ever *CBAD People's Choice Award Winner* is **Handle's Ice Cream**.

Handle's has been in existence since 1945, but they just opened a shop here in our Village about one year ago. They were a CBAD finalist for New Business of the Year.

I know many of you may have voted for them because they make amazing hand-made ice cream every day at their location. But they caught our attention and became a finalist because they give back to the community in such a major way. In their short time, they have supported schools, firefighters, police and countless other local nonprofits and charities. They truly are looking to be embedded in the community for the long haul.

Those are the kind of "do gooders" that we want in our community, and that we want to celebrate here at the Chamber. So check out their video on our Carlsbad Chamber YouTube channel, and let's keep on keeping on when it comes to doing some good. #CarlsbadStrong



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CHAMBER PURPOSE

The Carlsbad Chamber of Commerce acts as a regional economic catalyst, leadership convener and community champion.

CHAMBER MISSION

The Carlsbad Chamber promotes business through member services, economic and community development, and public policy that balances economic prosperity with quality of life.

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Why I serve

Committed volunteers are essential to a thriving arts world. Volunteering connects you to others in doing something that you mutually believe is important. It allows you to make friends with people with whom you share common interests. It allows you

to make your community a better place to live and it strengthens your ties to your community. It gives you a sense of purpose and finally, it gives you a feeling of pride in what you have been a part of making happen.

Living in Carlsbad, I have been impressed with the abundance of cultural arts activities in the city. I take great pride in the city's arts tradition which is not only popular, but speaks to the diversity of its dynamic programming and the vitality of its stellar local arts organizations, even in the current format of virtual delivery.

Volunteering has always been important to me and I have always looked for ways to be involved. With my experience as a sculptor, a children's book publisher and an arts businessperson, I applied to be on the Arts Commission.

I joined a team of caring professionals associated with the arts; we spent a year developing a 10-year Arts and Culture Master Plan for the city. It culminated in a comprehensive outline of what we would accomplish in the cultural arts in the coming decade.

The City Council approved the plan in June 2018 and we are approaching our third year of implementing programs prompted by its 49 initiatives. As the current Arts



Carlsbad Arts Commission members (from left to right): Vice-chair Bryan Snyder, Chair Laurenn Barker, former Commissioner Joan Markovits, Tina Schmidt, Emma Jadhav and Scott White. Not pictured: Michaela Chamberlain and Gita Nassiri.

Volunteering has always been important to me and I have always looked for ways to be involved. With my experience as a sculptor, a children's book publisher and an arts businessperson, I applied to be on the Arts Commission.

Commission Chair, I am proud of what's been accomplished. We have increased our musical, dance and theatrical performances, introduced Guest Artist Residencies, initiated a STEAM pilot program in our three Title 1 schools and funded through the city

the lobby of your facility. This approach will bring a new dimension to employee engagement.

The COVID-19 crisis has hit the arts sector with unprecedented intensity. Without in-person audiences, theaters, concert halls and other performance venues struggle for their very existence. There has never been such a critical need for arts patrons to step forward. By utilizing your business acumen and seasoned insights, you could assist our arts organizations to find a new path in the midst of severe challenges.

And it's good for business! A vibrant arts community contributes to a vibrant business community. In the recent national Arts & Economic Prosperity study by the Americans For The Arts, 82% of Americans believe that arts and culture are important to local business and the economy; 87% believe that arts and culture are important to the quality of life.

As Mick Cornett, Past President of the U.S. Conference of Mayors stated, "Mayors understand the connection between the arts industry and city revenues. Arts activity creates thousands of direct and indirect jobs and generates billions in government and business revenues. The arts also make our cities destinations for tourists, help attract and maintain business, and play an important role in the economic vitality of cities and the vibrancy of our neighborhoods."

Local arts organizations rely on a diverse array of talented artists, enthusiastic audiences, generous patrons and supportive volunteers who believe that the investment of time and energy directly impacts the quality of life in Carlsbad. Why not become an arts volunteer today?

The next meeting of the Arts Commission is on Thursday, August 6 and will be streamed on the City of Carlsbad's website.

A smooth sea never made a skillful sailor

No one doubts that the past several months have been unlike any other in recent memory. Challenging. Transformative. Unforgettable. It is in these times that we remind ourselves to focus on the silver linings and not as much on the cloudy skies.

Witnessing, firsthand, the unparalleled tenacity and optimism displayed by the business owners in Carlsbad Village has made this herculean task much easier.

Restaurants have learned how to create an intimate yet socially distanced dining experience by taking their tables and chairs outside, adding decorative lighting and plants, and smiling through their masks. Eateries have also become experts at meals-to-go and contactless curbside pickup for everyone's safety. Retail stores have become adept at providing excellent customer service despite having to communicate their passion and product knowledge from behind a mask, and without the customary hug for their longtime customers.

Businesses have learned to live with plexiglass and no-contact payment methods and have redesigned nearly everything in their establishments from the ground up. Those without e-commerce websites are now selling online, and those without a strong social media presence are now masterful at Instagram Stories and Facebook Live. And all are becoming proficient at pivoting and making



Carlsbad Village businesses have adapted to receive customers in a safe way.

changes on a moment's notice. Watching the small businesses in Carlsbad Village recreate themselves and adapt to these unique demands, and do so with optimism and determination, has been nothing short of awe inspiring. And seeing new businesses open their doors for the first time during this national pandemic has given a new meaning to the word courageous. All of these businesses have honed their skills, have learned new skills, and are truly stronger now than they were before.

Carlsbad Village businesses have always had a strong tie to their local customer base. Those who are dedicated to shopping small and keeping their dollars local are thankfully even more committed now. And until tourism returns to something like what it was before, it will be the locals who will single-handedly keep our downtown on the path to recovery. On behalf of the small businesses in Carlsbad Village, we thank you for your ongoing support. We could not do this without you.

Something for Everyone

Golfing, hiking, camping, swimming, surfing, meetings or a weekend getaway...

McClellan-Palomar Airport in Carlsbad is a gateway to San Diego's North County. The new passenger terminal at the airport includes a restaurant, Wi-Fi access and rental car desks.

Located at the core of San Diego County, Gillespie Field is a combination airport and business park with excellent accessibility, globally via air, locally by rail and regionally via multiple freeway collections.

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CHRISTINE DAVIS
EXECUTIVE DIRECTOR
CARLSBAD VILLAGE ASSOCIATION



CULTURE BUZZ
LAURENN BARKER
CHAIR



Casa de Bandini is currently offering a special menu featuring long-time customer favorites and its most popular items, such as Tequila Lime Shrimp, Carne Asada Tampiqueña and the sizzling Fajitas Supremas.

» CASA

Continued from Page 1

the restaurant and at all times while not seated (masks may be removed while seated); physical distancing is being practiced throughout the restaurant, including the kitchen; new, disposable menus are provided for every customer; and cleaning and disinfecting throughout the restaurant happens on a regular basis, including the kitchen and high-contact areas such as pick-up and payment counters, bathrooms, etc.

Casa de Bandini’s dishes are made with the freshest ingredients and original regional recipes, accompanied by an extensive selection of specialty margaritas and handmade, served hot-off-the-grill tortillas. The restaurant is currently offering a special menu featuring long-time customer favorites and its most popular items, such as Tequila Lime Shrimp, Carne Asada Tampiqueña and the sizzling Fajitas Supremas. View the available menu at casadebandini.com/menu.



In addition to its award-winning cuisine, Casa de Bandini offers an extensive collection of premium and specialty tequilas, with

more than 95 varieties to choose from. For those wishing to dine from the comfort of their homes, take-out service is also available. Order your favorite individual dish(es) or try one of Casa de Bandini’s “Fiesta Express Meals” that can feed the whole family. You can now even take Casa de Bandini’s famous house margaritas to-go – so cheers to that!

Times may change, and things may look a little different these days, but the beloved “fiesta!” at Casa de Bandini remains the same!

Casa de Bandini is open for dine-in or take-out service daily from 11 a.m. to 9 p.m. Delivery service is also available through third-party apps, such as DoorDash, Postmates and The Office Express. For questions, or to place a pick-up order, call 760-634-3443.



» PIVOT

Continued from Page 1

team didn’t skip a beat. We found innovative ways of continuing to operate, including public facing services moving online. From a virtual egg hunt to virtual summer reading program, our parks and recreation and library and cultural arts teams have found ways to continue to deliver services digitally.

Through all of this, the business of government has continued, albeit in a little different form.

Public meetings of the City Council, Planning Commission and all other boards and commissions shifted to digital meeting platforms, like Zoom and Microsoft Teams that allowed for transparency and safe, remote-access for residents. The city also implemented small changes, such as touchless crosswalk signals at some high-use intersections.

Realizing that the business community was hard hit by loss of revenue, the city established a \$5 million economic revitalization package to help affected businesses.

Most of that fund, \$4.4 million is funding a micro loan and recovery loan program for Carlsbad small businesses.

The city isn’t stopping there. As more businesses are allowed to open, we continue to collaborate with the **Carlsbad Chamber of Commerce** and **Carlsbad Village Association** on a responsible reopening approach. Restaurants and retailers can apply to use public sidewalks and private parking lots for expanded operations. City staff and volunteers distributed “We’re Open” signs and tens of thousands of masks to show that together, we can create an environment that keeps

our residents and visitors safe.

Returning to the old way of doing business and ignoring the innovative advancements that have been made in our city and in our businesses through this ordeal would be a disservice to the hardships we have endured. The city must and will pursue pivots to better serve our residents and businesses at the highest level. For the city, its employees, our residents and businesses, we will come through this crisis transformed and better equipped than ever to be a community that embraces change and grows through adversity.

CHAIRMAN’S CIRCLE

THANKS FOR YOUR CONTINUED SUPPORT

The Chairman’s Circle was created to give prominent recognition to the companies whose steadfast support has helped the Chamber remain a proven collaborative force that brings business and community together, energized by a shared vision and passion to transform our future. In addition to visibility in the Carlsbad Business Journal, marketing materials and event programs, Chairman’s Circle members enjoy a range of benefits tailored to their specific needs. Chairman’s Circle members also receive priority seating at chamber events and invitations to special Chairman’s Circle Members-Only receptions. We invite all chamber member companies who are committed to the success, growth and prominence of the Carlsbad Chamber of Commerce and the region as a whole to arrange for a visit to discuss the benefits and privileges of The Chairman’s Circle. To learn how you can join Chairman’s Circle please contact Bret Schanzenbach at **760-931-8400**.



How to protect yourself from COVID-19

The Dos and Don'ts of gloves, masks and social distancing

As businesses and public venues open up, it's more important than ever that you know how to protect yourself and your family from contracting or unknowingly spreading coronavirus.



TO YOUR HEALTH

DR. GHAZALA SHARIEFF, MD, MBA
CHIEF MEDICAL OFFICER, CLINICAL EXCELLENCE AND EXPERIENCE
SCRIPPS

"It's important to remember that as society opens up, the COVID-19 virus is not going away," says Ghazala Sharieff, MD, MBA, Scripps chief medical officer, clinical excellence and experience. "Practicing mitigation efforts, such as physical distancing, is crucial to

keep the virus in check and you and your family safe. By doing your part, you can make a big difference for your health and the health of those around you." As you venture from home, take some simple precautions when you head out to your favorite restaurant, shop or the beach.

FACE MASKS

Amid the coronavirus pandemic, grabbing your face mask when you leave home is now as much a part of our routines as checking that we have our cell phones. However, not all masks are created equal, and certain types could actually be putting others at risk, according to health experts. Masks with small plastic valves embedded in the front may stop particles from reaching the wearer, but they do little in the way of blocking what comes out of their noses and mouths.

While an N95 respirator offers the highest level of protection against Covid-19 infection, followed by surgical grade masks, these respirators and masks should be reserved for health care workers as they are in limited supply.

- Take these precautions with your face mask:
- A face covering should be made of cloth, fabric, or other soft or permeable material, but it should not have holes.
 - Clean your mask after every wearing with hot, sudsy water.
 - Before putting on a mask, clean your hands well with soap and water.
 - Cover your mouth and nose with your mask and make sure there are no gaps between your face and the mask.
 - Avoid touching the mask while using it and, if you do, wash your hands.
 - To remove your mask, take it off using the elastic, without touching the front.

PHYSICAL DISTANCING

Stay aware of your environment and continue social distancing practices. Deliberately increasing the physical space between you and other people to at least six feet lessens your chances of catching COVID-19. Since COVID-19 can spread through coughing, sneezing and close contact, minimizing the amount of close contact we have with others reduces our chances of catching the virus and spreading it.

CONTINUE TO AVOID LARGER CROWDS OR CROWDED SPACES:

- If possible, work from home instead of at the office
- Switch to online classes and webinars
- Visit loved ones by electronic devices instead of in person

While it may be disappointing to hear that so many sporting events, cruises, festivals and other gatherings are cancelled, there is a public health reason for these measures. These cancellations help stop or slow down the spread of disease, allowing the health care system to more readily care for patients over time.

GLOVES


- You may be seeing an increasing number of people wearing gloves in public since the COVID-19 outbreak began. Most believe they are being safe by wearing them and helping protect themselves from the virus that causes COVID-19. In fact, they may be further spreading germs in the community.
- According to the Association for Professionals in Infection Control and Epidemiology (APIC), vinyl, latex and nitril gloves do protect the skin from bodily fluids and certain harmful chemicals, but the surface of these gloves can support germs just like skin.
- APIC breaks it down:**
- Gloves spread germs. Germs collect on the gloves when a person wearing them starts touching surfaces (elevator buttons, grocery carts, gas station pumps). Germs are spread when the person touches other objects.
 - People may think they are protected by the



A face covering should be made of cloth, fabric, or other soft or permeable material, but it should not have holes.




It's important to remember that as society opens up, the COVID-19 virus is not going away...Practicing mitigation efforts, such as physical distancing, is crucial to keep the virus in check and you and your family safe.




HOW TO PROTECT YOURSELF FROM COVID-19

As businesses and public venues open up, make sure you know the dos and don'ts of gloves, masks and social distancing.




Face Masks

- A face covering should be made of cloth, fabric, or other soft or permeable material, but it should not have holes.
- Clean your mask after every wearing with hot, sudsy water.
- Avoid touching the mask while using it and, if you do, wash your hands.
- To remove your mask, take it off using the elastic, without touching the front.



Physical Distancing

- Stay aware of your environment and continue social distancing practices to reduce the chances of catching and spreading the virus.
- If possible, work from home instead of at the office.
- Switch to online classes and webinars.
- Visit loved ones by electronic devices instead of in person.




Gloves

DID YOU KNOW? Most believe they are being safe by wearing gloves, but they may actually be further spreading germs in the community.

Vinyl, latex and nitril gloves do protect the skin from bodily fluids and certain harmful chemicals, but the surface of these gloves can support germs just like skin.

Take these simple precautions when you head out to your favorite restaurant, shop or beach.



Congratulations, Class of 2020

This time of year we look forward to recognizing our graduating scholars, athletes, community volunteers, artists, and innovators. But, across our nation, memories of

Graduation 2020 will be colored with the coronavirus—students missing out on prom and senior nights, and large graduation parties put on hold to ensure social distancing to keep people safe. We have had to change plans, forgo some of our traditional celebratory events, and create some new ways to acknowledge our graduates.

Because of the pandemic, Carlsbad Unified has postponed high school commencement ceremonies until July 23, hoping that by then it will be safe once again for students and their families to gather. Nevertheless, on June 11 the students were celebrated with a Class of 2020 virtual graduation video presentation, zoom parties, graduation car parades, and virtual senior awards events.

• **Carlsbad High School (CHS)** is proud to celebrate its 540 graduates. CHS’s Valedictorian is Ian Johnson, who is headed to Cal Tech. Co-Salutatorians are Edward Gardner, who is off to Dartmouth, and Shayda Moezi, who will attend MIT.

Students have been honored with numerous awards and scholarships for colleges across the country, such as Dillon Tedesco’s \$200,000 Navy ROTC scholarship to attend Villanova.

Here are some of the colleges and universities that CHS students plan to attend: UC Santa Barbara, Irvine, Berkeley, and UCLA;



A global pandemic did not prevent our high school seniors from celebrating their accomplishments.



CSU San Marcos, Chico, Channel Islands, San Jose, Northridge, Cal Poly San Luis Obispo, and San Diego State; Cal Lutheran, US Military Academy West Point, University of San Diego, LMU, Pepperdine, Harvard, MiraCosta College, Northern Arizona U, BYU, and Vanderbilt; Universities of Oregon, Indiana, Utah, Alabama, Missouri, and Arizona; William and Mary, UC Boulder, Fordham, USC, U of Denver, NYU, Occidental College, Arizona State, and many more.

• **Carlsbad Village Academy** and Carlsbad Seaside Academy congratulate their 40 graduates. Most of these students have already taken and passed classes at MiraCosta or Palomar Colleges, and plan to continue to attend in the upcoming year. Three students were honored with Carlsbad Rotary Club Scholarships: Jaden Hall, Robert Hungerford, and Brooklyn Silva.

• **The Sage Creek High School (SCHS)** Class of 2020 has 268 graduates. SCHS Valedictorian Samantha Low will attend UCLA. Salutatorians Schuyler DiBacco, Nathan Pereira, and William Yao are also all heading to UCLA, and Benjamin Hartley is off to Harvey Mudd.

Sage Creek boasts seven National Merit Scholars: Victor Li, Samantha Low, Hanh Nguyen, Lavanya Pandley, Ella Player, Isha Soni, and Eli Pregerson. Eli earned a National Merit Scholarship from Harvey Mudd. Three students were awarded National Merit Hispanic Recognition: Sebastian Griego,

Shea Hinojosa, and Mia Karvounis. Graduate Cavaughn Higgs received the Bobcat Spirit Award, embodying the SCHS vision that embraces academics, community service, leadership, school spirit, and a positive and inclusive attitude.

SCHS had 51 AP Scholars, 60 Project Lead the Way Scholars in the Biomed Pathway, and 28 Scholars in the Engineering Pathway. Sage Creek graduates are heading out to colleges and universities across the United States, from UCSD to Columbia. Madeline Connelly will be SCHS’s first student to attend Stanford.

As SCHS Principal Jesse Schuveiller said, “Seniors, we know that this has been a challenging spring, and the end of the year hasn’t turned out exactly the way that any of us planned. But we continue to be impressed by your resilience and the spirit and pride that you have shown throughout this uncertain time.”

We congratulate our graduates, and look forward to hearing about the great things they will accomplish.

Grant renewal awarded for the SoCal Veterans Business Outreach Center

MiraCosta College has been awarded a \$510,000 grant renewal from the U.S. Small Business Administration to expand operations of the SoCal Veterans Business Outreach Center (VBOC) located at the college’s Technology Career Institute in Carlsbad.

“This funding is critical in allowing us to continue our mission of serving transitioning service members, veterans of all eras, the National Guard, reserve, and military-connected family members who want to start a small business or grow an existing business,” said Hazel Beck, Director of the SoCal VBOC.

The SoCal VBOC, one of just 22 VBOCs across the country, serves an area stretch-



ing from the Mexican border north to Vandenberg Air Force Base and east to Arizona.

The SoCal VBOC works with three Small Business Administration district offices (San Diego, Orange County/Inland Empire and Los Angeles) to deliver its primary mission—the delivery of the agency’s Boots to Business program—at 10 military bases throughout its service

area. Boots to Business is a two-day entrepreneurial education and training program offered as part of the Department of Defense’s Transition Assistance Program. It introduces the concepts and skills needed to become a successful entrepreneur to transitioning service members and explores strategies, economics, legal structure, financing, business planning, and more.

More than nine percent of all small businesses in the U.S. are owned by veterans and, as of January 2020, the number of annual Southern California Boots to Business events has jumped from 58 to 90.

The same curriculum is also delivered off-base as a one-day event called Boots to Business/Reboot for veterans of all eras, the National Guard, reserve, and military-connected family members. The Reboot class is now offered online because of the COVID-19 pandemic.

MiraCosta College’s SoCal VBOC opened



The SoCal Veterans Business Outreach Center (VBOC) is located at MiraCosta’s Technology Career Institute in Carlsbad.

in July 2016 and services have grown steadily since. This is by far the largest annual grant the college has received for the expanding program.

The VBOC underscores MiraCosta College’s connection with the military community. MiraCosta serves almost 3,500 students who are veterans, active-duty personnel, or military dependents, and is in the process of constructing a new 1,424 square-foot Veterans Center that will be housed in a new Student Services Building at the Oceanside Campus.

“You couldn’t ask for a better host for a VBOC than MiraCosta College because of the large number of veterans and military-related students on campus,” said Beck, a former business owner who enlisted in the Navy and served stateside during the Vietnam War.

Anyone interested in learning about the SoCal VBOC can visit SoCalVBOC.org for more information.

area. Boots to Business is a two-day entrepreneurial education and training program offered as part of the Department of Defense’s Transition Assistance Program. It introduces the concepts and skills needed to become a successful entrepreneur to transitioning service members and explores strategies, economics, legal structure, financing, business planning, and more.

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MiraCosta College’s SoCal VBOC opened

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MEMBERDIGEST

S P E A K I N G F O R B U S I N E S S , L I S T E N I N G T O T H E C O M M U N I T Y

Our members discuss The Black Experience in Business

Last month, our Chamber took a stand rejecting any form of racism or exclusion and denouncing the discrimination that the black community has endured for years. We were intentional in making sure this state-



ment did not just live on our social media channels and our website. Instead, we truly wanted to bring people together who had expressed their desire to learn more about the issues affecting our African-American members, family and friends.

We reached out to a member of our Board of Directors, Sr. Director of Engineering at **Walmart Labs**, Claude Jones, to help shape an event to encourage our members to learn about issues facing the black community with an open heart. We created a virtual panel discussion called *"The Black Experience in Business"* focused on understanding the obstacles and biases that African – Americans experience during their journey towards entrepreneurship. Jones kindly agreed to be the moderator. "I was both excited and nervous going into the event. Excited because we had a nice turnout and I felt the topic and the information that was going to be shared was important and there was high interest from the community. I was nervous because I was not sure how people would accept the information being shared," said Jones. For the event, we also reached out to three of our most involved members, CEO of **ALLMaven**, Alex Renée, CEO of **Sparkle Freshness**, Stephanie Barneburg and Owner and CEO of **Au Technology Solutions**, Kevin Clemons. The event was one of our most attended events since we went online, with overwhelming interest



Claude Jones, Alex Renée, Kevin Clemons and Stephanie Barneburg shared their experiences during a thought provoking virtual panel discussion.

from our business community to have an open conversation and reflect. "An excellent conversation about generational growth inherited wealth and more importantly learning about money and how to leverage the information and knowledge that many underserved communities experience," said Director of Business Development, College of Business Administration at **California State University San Marcos**, Miguel A. De Jesus. "I enjoyed the collaboration and shared experiences. Everyone has a different journey / experience even on the same road," said Barneburg as she reflects about her experience as a panelist.

The hour-long event had to be prolonged as people decided to stick around to share their thoughts. This was precisely Clemons' highlight of the event. "I believe the glowing support and love from the community during the open conversation afterwards was my favorite." The positive feedback we got from the event has been overwhelming, with members hoping for a Part II, which we are working on with details coming soon! In addition to continuing our conversations about race and injustice, the Chamber will continue to find ways in which meaningful action can lead to change. As an example, our President & CEO, Bret Schanzenbach

has officially added June 19, also known as "Juneteenth" as a paid holiday for Chamber staff, in order to celebrate the achievements of the black community, while recognizing the present struggles and how much more work there needs to be done. "In all honestly, I would not be surprised to see this become an official national holiday soon. But whether it does or not, we will honor this day as long as I am fortunate enough to lead the Carlsbad Chamber." For those who missed our virtual discussion *"The Black Experience in Business"* you can find it on the Chamber's YouTube channel: www.youtube.com/watch?v=rwtle7x0Ync&t=8s




NORTH COUNTY NON-PROFIT FORUM VIRTUAL LUNCHEON

How to get better with your digital engagement

WEDNESDAY, JULY 29 | 11:30 AM

Our guest speaker this month is **Maureen Wallbeoff**. Maureen is the Owner of Practical Wisdom for Nonprofit Accidental Techies.








VIRTUAL NETWORKING

CBAD HAPPY HOUR

JULY 22, 2020 | 5 - 6:30 PM

MIX YOUR COCKTAIL AND CONNECT WITH OTHER CHAMBER MEMBER BUSINESSES VIRTUALLY!





VIRTUAL WORKSHOP

CCPA is Here – Is Your Organization Ready? What You Can Do Before It's Too Late

THURSDAY, JULY 23 | 12 - 1 PM

The California Consumer Privacy Act (CCPA) went into effect on January 1, 2020. The law and its regulations will be enforced starting July 1, 2020. Is your company prepared and in compliance? This webinar will provide an overview of the key components of the CCPA and will address policies and processes companies need to follow to comply with and implement its requirements.



SUMMER HOURS

CLOSED ON FRIDAYS IN JULY

OFFICE HOURS:
Mondays & Wednesdays | 1 - 2 PM
or by Appointment

Staff will be reachable Monday -Thursday



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Carlsbad, CA 92010
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robynkoenig.com
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Grubbyspoke.com
Grubby's Poke & Fish Market is the brainchild of a group of North County locals who have a passion for food, family and community. They have created a restaurant for locals by locals, accentuating all of the things that makes North County San Diego great, from the beaches to the breweries.

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Agua Hedionda Lagoon Foundation
- Discovery Center
Aldrich
Alphatec Spine, Inc.
ARK Architects, Inc.
Army and Navy Academy
Assistance League of North Coast
Atlantic Aviation
AtWork Personnel Services
Axia Medical Solutions, LLC
B.A. Worthing, Inc.
Body & Brain Wellness Foundation
San Diego County
Bottom Line Management
Buffini & Company
cabi Clothing (The Mighty Fashionista)
California Watersports
Cape Rey Carlsbad, A Hilton Resort
Carlsbad Educational Foundation
Carlsbad Hi-Noon Rotary Club
Carlsbad Plaza, LLC
Carlsbad Seapointe - A Grand Pacific Resort
Carlsbad Village Pharmacy
Carolyn B. Reinmiller Public Relations
Chatstasy, LLC
Coastal Animal Hospital
Coombs-Hopkins Company
D.A. Davidson

Dexter Wilson Engineering, Inc.
Dr. Bronner's Magic Soaps
Edward Jones (Darcy Wolfe, Financial Advisor, CA License OC24309)
El Pollo Loco
Elan Park Place Carlsbad Apartment Homes (Property West Residential)
Engage Life Care
Eshelman Appraisals, Inc
Eufora International
Executive Compass
Fichera & Company, CPAs
FirstWatch
Foundation Chiropractic
Fuzion Payments, Inc.
GML Office Furniture, Inc.
Greater Tri Cities IPA Medical Group
Guide My Finances
Hall & Martin Properties
Handel's - Carlsbad
HearCommunication
Hospice of the North Coast
Integral Communities
Jacobs & Cushman San Diego Food Bank/
North County Food Bank
Jazzercise, Inc.
John Stevenson Plumbing,
Heating & Air Conditioning
Juice PLUS
Kilmer's Swim Time, LLC

La Costa Glen Carlsbad
La Galaxy San Diego
Lanikai Lane Mobile Home Park
Local Niche LLC
Loftin | Bedell
Lola's 7-Up Mexican Market & Deli
Madaffer Enterprises, Inc.
Michael Baker International, Inc.
Mission San Luis Rey
Montecito Apartments at Carlsbad
Moon of Morocco
MyPoint Credit Union
New Song Community Church
Newport National Corporation
Nextwerk Inc.
Nortek Security & Control
North Coast Signs
North County Transit District
Olivenhain Municipal Water District
Optimist Club of Carlsbad 'The Achievers'
Pacific Ridge School
Pacific Western Bank
Poseidon Water LLC
RAF Pacifica Group
Rancho Carrillo - Family Apartments
Rancho Coastal Humane Society
Redmond Diamond Center
ree-source.com
Rotary Club of Carlsbad
Rouleur Brewing Company

Rowan Electric
Ruhnau Ruhnau Clarke & Associates
Ryan Thomas Consulting
San Diego Analytics
San Diego Botanic Garden
San Diego Compassionate Caregivers, Inc.
Scan Health Plan
Scanlon Realty Management, LLC
Scripps Health
SoCal Design Build, Inc.
Solutions for Change, Inc.
St. Michael's By-the-Sea Episcopal Church
Strategic IT Group
Tamarack Beach Resort
The Bluffs at Carlsbad Apartments
The Rafi Group at Bay Equity Home Loans
The Shoppes at Carlsbad
The Studio by Oceanside Glasstile
Torrey Pines Scientific, Inc.
Trove Marketplace
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Versum Materials
Walmart Labs
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Windsor at Aviara
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BRIDGE TO THE FUTURE

EDUCATION AWARDS

Teacher of the Year



Cedric Hart – Jefferson Elementary School



Kacie Drake – Army and Navy Academy



Patti Langen – Calavera Hills Middle School

School Administrator of the Year



Carla Bos – Jefferson Elementary School

BUSINESS AWARDS

Best New Business of the Year



Elite Teepees - CEO & Founder, Nikki Kay

Best Place to Work – Small company ≤100 employees



Bitchin' Sauce - Chief of Staff, Amanda Miles, and VP of Operation Mike Noonan

Best Place to Work – Large company 100+ employees



Walmart Labs - Sr. Director of Engineering, Claude Jones

Workplace MVP



Danae Kasarjian – Calsense

PEOPLE'S CHOICE AWARDS



Handel's Ice Cream - General Manager, Shawntá Fleming

COMMUNITY AWARDS

Community Impact Award – Large Company



Tri-City Medical Center - President & CEO, Steve Dietlin

Community Impact Award – Small Company



Engel & Volkers Carlsbad - Co-Owner, Lindsey Smith and Owner & Broker Trevor Smith



Señor Grubby's - Co-Owner, Justin Jachura

Nonprofit of the Year



Mitchell Thorp Foundation - Co-Founder & CEO, Brad Thorp and Co-Founder and Executive Director, Beth Thorp

COMMITTEE SPOTLIGHT

The Chamber’s Tech Committee steps up in a virtual world

What are the goals of this committee?

The Technology Advisory Committee is dedicated to advising Chamber members on useful technologies that can help serve their business. Our Committee goals are:

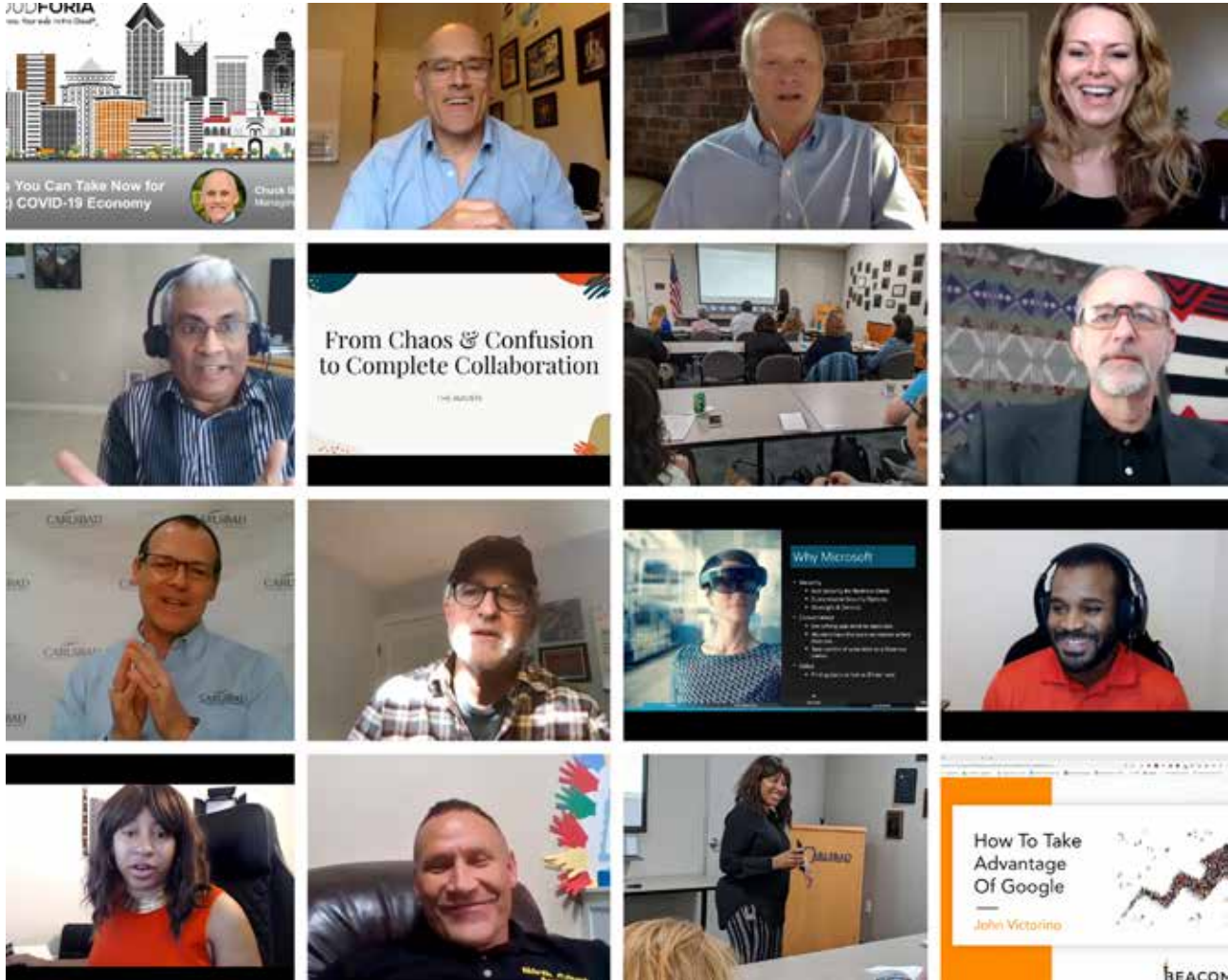
- Educate Chamber members on the effective use of technology tools
- Bring awareness of new, innovative and changing technologies to Chamber membership
- Assist membership with their technology needs
- Create an environment that fosters the growth and development of technology
- Build lasting relationships

What have been the highlights of the committee in the past year?

Our Committee has been at the forefront of advising Chamber members about technology tools to improve our businesses, cutting-edge innovations in technology, the latest news about technology companies and more. We host expert guest speakers at each meeting, and already in 2020, we have heard presentations about a wide range of topics including: Preparing for the Post COVID-19 Economy, Reaching Customers Digitally, Pivoting to Virtual Work Environments, Strategic Investing in Technology, Online Privacy and Safety. We also host a series of Chamber-wide, technology-themed lunch and learns, called “Tech Bytes.” We bring in speakers to share information on our membership’s most-demanded topics, such as Search Engine Optimization, Social Media Tips and Customer Relationship Management. Soon, we will be sharing technology advice to our members through short videos, or “Tech Tips.”

Why should a member join this committee?

As business professionals, we are all technology users, and the Technology Advisory Committee helps us understand and improve our use of technology. Join us to



The Technology Advisory Committee has been at the forefront of advising Chamber members about technology tools to improve our businesses, cutting-edge innovations in technology, the latest news about technology companies and more.

learn, exchange information and connect with other Chamber members. We invite all Chamber members to join us and have many “non-techie” Committee members. We have a fun group and have a good time together at our meetings!

What impact does this committee have within the Chamber and the community?

The Technology Advisory Committee is a source of information and expertise – as well as a place to network with other business professionals interested in technology issues.

What are the upcoming committee plans/events that a member or the community should not miss?

Join our meetings the third Tuesday of each month at 7:30 am. We will be meeting

in July, and we have a fascinating presentation lined up on July 21st! Ram Seshan, CEO of Chatstasy, will discuss the pros and cons of creating an internship program for your business. He will describe how Chatstasy successfully hired over 30 summer interns last year and explain the process he used to hire these interns and effectively manage them. He will also explain how to make your internship program a win-win for all. RSVP online now to join us!

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Be one of the first to see our furnished models! The wait is over, our model homes are open for tours and we can't wait to share them! Light-filled spaces and indoor-outdoor living is Carlyle Life, come join us out on one of our spacious decks. Pictures will never replace experiencing them for yourself. Let us welcome you to Carlyle Carlsbad Village!

Carlyle Carlsbad Village, located at 800 Grand Avenue, features 33 luxury single-level condominiums, 3 single-family detached homes, and 2 attached homes, each residence at Carlyle has been individually designed and crafted to create a comfortable and stylish living experience.

FRESH, CLEAN AND NEW

The design vision for Carlyle is coastal resort-like residential living, inspired by the breezy, artistic, walkable Carlsbad Village. The homes embrace coastal beauty, focusing on wide-open floor plans, light-filled living spaces, natural elements, and inspired palettes, each one composed of impeccable finishes and great attention to detail.

Live the Village Life walking to shops, restaurants or the beach!

Sales are underway as construction at Carlyle nears completion and we prepare to welcome our first homeowners later this month. The spacious 2 and 3 bedroom homes range in size from 1,642 to 3,044 Sq. Ft., with prices ranging from \$1,044,000 to \$2,414,000. This is your opportunity to be among the select few to own a home at the exclusive Carlyle Carlsbad Village.

We invite you to schedule an appointment for a private tour. Our sales office is



Coastal resort-like residential living, inspired by the breezy, artistic, walkable Carlsbad Village.

now open seven days a week. Because the exterior of the building is still being completed, tours require an appointment, closed-toe shoes and long pants. Personal safety is our priority so only a limited number of tours are available.

Call or visit our website to schedule your tour today. You can reach us at (760) 810-4442 or visit our website at carlyle-carlsbadvillage.com to book an appointment online, which includes options to select a 15-minute introductory phone

call, a 30-minute brief personal tour of Carlyle, or a one hour personal tour of Carlyle and the Carlsbad Village Center. Our online appointment tool allows you to select a date and time convenient to fit your schedule.





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(760) 810-4442
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We invite you to call our sales team at (760) 810-4442 to schedule an appointment for a private tour, or visit our website to schedule one online.

CarlyleCarlsbadVillage.com



© 2020, Carlyle Carlsbad Village | Pricing and availability are subject to change without notice. The developer reserves the right to make modifications or changes to plans, specifications, and features should they be necessary to maintain the high standard of this development. Square footage is approximate. Room dimensions are approximate and subject to change per unit. Buyer to verify personal vehicle(s) will fit in the assigned garage space(s). DRE# 01956611

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REAL ESTATE DEVELOPMENT

Feeding the community through a pandemic

When the global pandemic hit Carlsbad, **Señor Grubby's** saw this as a opportunity. Grubby's stepped up to the plate to give back to the community that's supported them for the past 12 years. Everyday was a new challenge, but their doors remained open. Grubby's put new procedures in place, increased options for their faithful customers, and were able to thrive during a nationwide crisis. 2-for-1 to go cocktails certainly piqued the interest of customers, free delivery orders, and a weekly family dinner giveaway, were just a few specials that Grubby's offered to the community.

Restrictions are being lifted, and on Memorial Day weekend, Señor Grubby's was allowed to open their doors to those loyal customers to come back and enjoy a meal on premise. The back room of the restaurant, the patio, and a portion of the parking lot all have seating available for guests. Grubby's has increased staff to ensure cleanliness, and delivery exceptional customer service as they navigate the waters moving forward.

Meanwhile, **Grubby's Poke & Fish Market** is back open daily, 11am-9pm. Poke is taking orders online, through Door Dash, GrubHub, and to-go at the front door. Serving all the same goodies as before; poke bowls, boba milk teas, beer, wine, sake, fresh fish by the pound, snacks and more.

Stop by for 'Milk Tea Mondays' and enjoy a tasty milk tea, buy one get one ½ off, with a variety of flavors, plus you can add boba if that's more your style! Don't miss out on the season special California rolls, made fresh daily; get 3 pieces for \$2.50, or 6 for \$4.

For current specials at Señor Grubby's,



hours of operation, and general questions feel free to visit eatgrubbys.com or call 760-729-6040. They look forward to seeing your smiling face (behind your mask as you walk

onto the premises) in the near future!

For current specials at Grubby's Poke & Fish Market, hours of operation, and general questions feel free to visit grubbyspoke.com or call 760-828-9074. Summertime is here and the livin's easy...especially with a fresh poke bowl in hand!



TO OUR COMMUNITY

THANK YOU

FOR THE SUPPORT

✉ [INFO@EATGRUBBYS.COM](mailto:info@eatgrubbys.com)



The best burgers in a safe environment

While the global community is coming to grips with the tremendous impact of the novel coronavirus (COVID-19), Cold Beers & Cheeseburgers wants to assure you that the safety of their guests and employees is their number one priority.

During this unprecedented time, **Cold Beers & Cheeseburgers** is grateful to have thirteen of their locations open for both dine-in and take out. At a reduced capacity, the large dining rooms and patios give every patron an option to dine where they most feel comfortable. They are also offering many take-out specials for guests that would like to enjoy Cold Beers & Cheeseburgers from the comfort of their own home. This neighborhood burger joint welcomes burger lovers, families and avid sports fans. The scratch kitchen offers its award-winning burgers, hand-formed from fresh, never frozen, ground chuck, in a variety of mouthwatering half-pound burgers.

The ever-rotating beer menu boasts a selection of more than 130 beers. Whether you're dining in at our great Carlsbad Village location, or just stopping by to pick up a burger for the road, Cold Beers & Cheeseburgers is there for you every step of the way.

Cold Beers & Cheeseburgers is inviting loyal customers to take advantage of curbside-to-go specials including:

- Buy ANY item, get ANY second item of equal or lesser value 50% off
- 50% off ALL Beer, Wine and Spirits, with food purchase
- Family Four Pack for just \$44.95
- Grill Your Own Burgers at Home with a four-pack of patties, cheese, lettuce, tomato, pickles, seasoning, buns and chips for \$27.95

For more information, visit ColdBeers.com.

This neighborhood burger joint welcomes burger lovers, families and avid sports fans. The scratch kitchen offers its award-winning burgers, hand-formed from fresh, never frozen, ground chuck, in a variety of mouthwatering half-pound burgers.





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**130+
BEER CHOICES**



**1/2 lb
BURGERS**





Happy Hour

**MONDAY - FRIDAY
3pm - 6pm**



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An integrative approach to taking care of your health

2020 is a year that continually reminds each of us about the importance of our health, not only to us individually, but also to all of those around us. As we reopen California, Carlsbad in particular, we want you to know that



Dr. Jeremy Whiting, D.O. is the newest addition to the medical staff at Carlsbad Integrative Medical Center

Carlsbad Integrative Medicine and Quantum Functional Medicine are here to assist you with all of your medical needs.

Juergen Winkler, MD, ABIHM, ABOIM founded these clinics to offer individualized cutting-edge education, diagnosis and treatments from the integrative, functional perspective while embracing the concept of patient empowered care.

Both clinics are doing all that we can to keep our patients safe from COVID-19. We have implemented the following safety procedures.

- Our staff members are temperature tested and their health status evaluated before starting each shift.
- We are utilizing facial covers and 6-foot distancing (as treatments will allow) for patients and staff.
- We have hand sanitizer for you and as you come through the door your temperature is checked and a brief health survey is completed using a sanitized pen and clipboard.

Rest assured that all clinic surfaces are sanitized multiple times a day with sanitizing wipes and UV lights, with each clinic receiving a deep cleaning every night.

We strive to bring you the best in healthcare and we are very happy to introduce you to the newest addition to the medical staff at Carlsbad Integrative Medical Center, Jeremy Whiting, D.O. Dr. Whiting firmly believes that we all deserve to experience optimal health, a sharp and focused mind, ample energy levels, the strength and energy we need to accomplish our daily goals, in short; to live our lives full of vitality. He has witnessed the unfortunate decline of patients' health due to various factors such as exposure to toxins and allergens, hidden infections, inflammation, and last but certainly not least, the detrimental effects of consuming a typical American diet. He has also witnessed the body's amazing ability to heal itself when we remove harmful substances while at the same time provide the body with the vital elements it requires to function at its best. He believes in searching for the root cause of a disease so that we can fix the underlying issue rather than mask the symptoms with treatments that may result in side effects.

Dr. Whiting has helped his patients restore their health and vitality. In his experience, many people who become ill are deficient in multiple nutrients required for the body to function optimally and replacing these with diet and nutraceutical supplements can be powerful tools in reversing chronic disease. In our modern environment, some patients have unfortunately been exposed to excessive amounts of heavy metals, plastics, pesticides and other chemicals so it is important to test for these toxic exposures and once they are identified, enhance the



body's ability to eliminate them. Other patients have been exposed to infections from viruses, bacteria, yeast, and mold and these can be also be tested for and treated. Additionally, both men's and women's hormones can become imbalanced due to improper diet, excessive stress, and toxic exposures so it is essential to identify the causes of hormonal imbalances and correct them.

When you meet in consultation with Dr. Whiting he will spend the time necessary to fully understand your health concerns. You can expect him to search for the underlying causes of your bothersome symptoms using a comprehensive medical history, physical examination, and the latest laboratory testing. He will commonly prescribe individualized dietary plans including specific nutrient replacement, exercise regimens, botanical supplementation, and when necessary prescription medication. His style is to work together with patients to develop a treatment plan that they feel is achievable from their own perspective. His top priority is helping patients reach their health goals and feeling their best!

To book an appointment with Dr. Whiting please call 760-444-5544.

To learn more about Quantum Functional Medicine and Dr. Winkler please check out QFMed.com or call 760-585-4616. Stay safe and stay healthy!



A Center for health, wellness and the prevention of disease
(A Functional approach to Primary Care, Chiropractic Care, IV Vitamin Therapy)

Phone:
760-444-5544

Fax:
760-444-5006

Website:
Carlsbadimc.com

Email:
info@Carlsbadimc.com

(Most PPO Insurance & Medicare accepted)

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- ♦ Memory Evaluations and Treatments
- ♦ IV Therapies: Chelation, Detoxification, Fatigue, Healthy Aging,
- ♦ Bio-identical Hormone Replacement Female and Male BHRT (including BHRT pellets)
- ♦ Musculoskeletal Treatments: Chronic Pain, Fibromyalgia



5814 Van Allen Way, Ste. 212
Carlsbad, CA 92008
Juergen Winkler, MD, ABIHM, ABOIM
Phone: 760-585-4616 Website: QFMed.com
Email: Info@QFMed.com

Some of the Treatments offered at Q.F.Med. are listed below:

Targeted Low Dose Chemotherapy
Supportive Adjunctive Therapy for Cancer and Chronic Disease
Bio-Identical Hormones (BHRT: including the Whiley Protocol)
Immune Enhancement
IV Oxidative Therapies (Ozone Therapy including the Zottzmann Multi-Pass Treatment)
Thyroid Testing, Support and Treatment
Detoxification, Chelation Therapy
Homotoxicology, Mesotherapy, Prolozone Therapy
Pulse Electro Magnetic Field Therapy (PEMF), Bio-Sauna
Customized Nutritional Programs (including FirstLine Lifestyle Therapy)
Lab testing and Functional Blood Reports, RGCC Lab Tests and Treatments





**THEATRE
MUSIC
ART** **NEW VILLAGE ARTS** 

**We all have a role with
New Village Arts...**

What's yours?

Our doors may be shut, but New Village Arts is working hard to plan for a vibrant future of adventurous artistic experiences. To learn how you can play a leading role in our story, visit:

www.NewVillageArts.org/support



Still here for our community

Though the global pandemic has devastated arts organizations, New Village Arts remains committed to creating adventurous artistic experiences to bring our community together. In line with our mission, we have developed a variety of free and paid digital programming. Our New Virtual Arts series features online concerts, tutorials, performances, and more from NVA artists. We have also begun the New Village Film Club, a free monthly discussion group. Our education programs are expanding and diversifying, with new Kids Act classes, and our new Online Academy: specialized courses taught by professional artists. We have several more exciting announcements that will be revealed in the coming months.

NVA is also reaffirming our ongoing commitment to amplify voices of color on our stage, our staff and board, and throughout

our community. This holiday season, we will be workshopping *HOME*, an original musical created by four outstanding artists of color, celebrating family traditions, and we are revitalizing our Teatro Pueblo Nuevo bilingual outreach program. Look forward to more from us soon, as we endeavor for Equity, Diversity, and Belonging onstage and off.

New Village Arts would like to thank our donors, artists and board of directors for keeping us moving forward during this crisis, and the following partners for helping sustain the Arts in Carlsbad: The San Diego Arts + Culture Challenge Grant, The Sahm Family Foundation, Wells Fargo, Patrick Farley, Scott & Donna White, Endeavor Bank, Hatter, Williams & Purdy Insurance, Certified Folder Display, Happy Giving, our Artist Advocates, and the City of Carlsbad.



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- Customer Testimonials
- Product Demonstrations
- Speaker/Training Videos

★★★★★

Ryan Video took the time to understand our business, our message and our goals. We appreciated the excellent communication and willingness on his part to make the finished product exactly what we envisioned for Cat & Craft.

Andrew Vaught, Co-Founder
Cat & Craft

Ryan Video Productions
RyanVideoProductions.com
760.410.4443



Chris Ryan at work producing a testimonial video for Chamber member Marcy Browe Photography

Connecting with customers (new and old)

At this moment, Carlsbad businesses are asking important questions; “How can I effectively communicate with customers? How do I get new customers’ attention? Can I make people comfortable coming back to my business post-quarantine?”

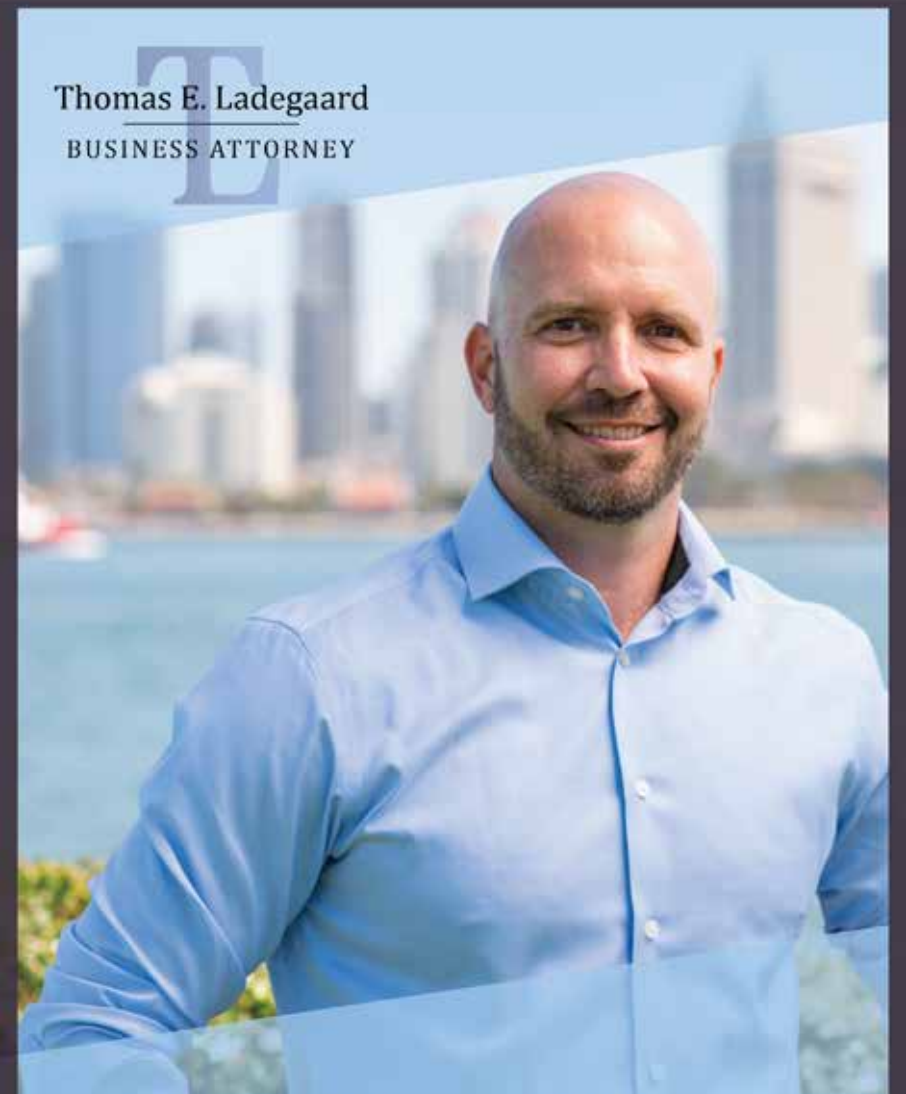
A growing trend in business is the use of branding videos to communicate their message. We often hear people talk about their “Why.” After all, work is a huge part of our life, and true success comes from following our passion and using our natural talents; bringing them to life in the form of purposeful commerce.

There is no better way to share your story across multiple marketing platforms than video. Whether it’s for your website, your email campaigns, or social media channels...all are enhanced by video. Google, Bing and Yahoo actually promote websites using video with better search ranking.

Ryan Video Productions is owned by a marketing veteran. Chris Ryan has spent his career helping businesses tell their story and stand apart from their competition. After 30+ years in corporate marketing, media and advertising positions, he started Ryan Video Productions about two years ago. “I’ve never looked back,” says Chris. “It’s the best career decision I’ve ever made. I’m doing what I truly love: working with people to help them bring out their best through strategic video communications!”


When it comes to video, there’s much more to it than just hitting the “record” button. Effectively communicating your businesses’ value proposition requires that the words & pictures resonate with your ideal customer. That’s strategic. That’s branding!

For more information visit ryanvideoproductions.com or call 760410.4443




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Business Attorney Thomas E. Ladegaard says safety protocols, such as wearing masks, “are inconvenient, but they do not infringe upon our ‘freedom.’”

Helping businesses by complying with safety guidelines

Since March I have counseled a diverse range of businesses to assist with challenges caused by COVID-19, reworking contracts in reaction to new conditions in the economy and government regulations. Businesses must impose social distancing protocols, causing extra work and cost, and lower capacity to serve customers. Protests and riots then erupted across the country during a chaotic and transformative time in history.

People are stressed, depressed, on edge and eager to get outside and resume their lives. While we can dine and shop again, distancing protocols are a new fact of life.

I’m not here to debate the effectiveness of the protocols. They can be burdensome for workers and customers alike, but businesses can be fined for non-compliance. Some people contend the safety protocols – masks – are an unconstitutional infringement of their “freedom” and violate the Americans With Disabilities Act. Some businesses receive negative attention on social media and are threatened with boycotts and lawsuits. This is misguided. Constitutions govern governments, not citizens. As a matter of law, a business cannot violate your constitutional rights. Masks are inconvenient but they do not infringe upon our “freedom.”

While ADA (Americans with Disabilities Act) compliance is not excused by the pandemic, requiring masks does not per se violate the ADA. If a customer claims a disability prevents usage of a mask, then find alternative methods of service. If distancing protocols are a problem for you, then take it up with the government, not businesses. COVID is no reason for people not to be compassionate, friendly and civilized.

For more information visit ladegaardlaw.com or call 858.699.2461

New gastro brew pub treats Carlsbad to delicious menu

"We were barely open when the pandemic saw us close, but the silver lining was that we were able to reopen with the quality and style of menu we had always hoped for," reflects Jesse Richardson, owner of **Ebullition Brew Works** and Gastronomy.

"We were just unpacking pie making equipment and at the same time, having a preliminary loose conversation with (although we didn't know it at the time) our newly appointed, executive chef Gunnar Planter, who said to us, 'I've had this idea for savory pies...' We knew instantly, that something wonderful was about to happen, kinda like 2001, a space odyssey, except for food. As we furthered our conversation, it became apparent that our lofty ambition for 'fusion comfort food with a worldly influence would soon become a reality.'

Since Memorial Day, Ebullition Brew Works has been running strong with a disciplined rotation of puff-pastry pies that have included a short rib, chicken, calzone, and most recently, a crawfish chowder and Picadillo pie—something of an elevated empanada. Unlike traditional doughy pies, their version is light, flakey, and the flavor profiles nuanced.

While many of the gastro delights are obviously familiar, Ebullition's penchant for a culinary twist is apparent. The hot wings are tossed in Korean sweet and spicy dressing, served with pickled cucumbers and a miso ranch dressing. The Mac and Cheese which took 1st place at the San Diego Mac and Cheese Fest features a creamy Gouda base offset by Spanish Chorizo. The Ebullition burger stacks up easily against any burger



EBULLITION

in town; and there is just something frankly addictive to their house made remoulade that pulls all the ingredients of this massive burger together.

In a very short time Ebullition Brew Works and Gastronomy has already garnered a returning local fan base. Regulars are coming back daily, hoping to get the special before it sells out. But if you ask Chef Gunnar, he'll tell you he is just getting started. He has big plans that include an eventual, full brunch and dinner menu. Even after the kitchen closes, late night patrons will enjoy house made snacks, such as chicharrones, to compliment the original craft beers kept on tap.

Highlights of the restaurant:

- 12 styles of house made craft beer ranging from light to dark, bitter to mild, complex to straight forward, plus alcoholic seltzer
- Full bar & dog-friendly patio
- Chic relaxed atmosphere
- Good for families and singles alike
- Generous portions

For more information visit: ebullitionbrew.com/tasting-roomcarlsbad



Stephanie and Mark Barneburg own and operate Sparkle Freshness - a cleaning company that protects the environment.

Making you shine with care

We're here to help. Cleaning is essential to every business. What I find more and more, as I talk with new clients about their office space and buildings, is that they are not getting the proper cleaning that is not only required but deserved. You know what I'm talking about, if not, just visit a public restroom that has not been thoroughly cleaned or maintained.

At **Sparkle Freshness** we understand the value of cleaning and the impact it has on the health of those who use your offices and buildings. We believe that we are the front-line defense for your business. We help you fight against germs, bacteria and viruses left behind on surfaces after normal day to day operations and/or activities.

We believe in true partnership and adding value. We work with you to ensure your needs are being met, providing updates on known and unknown cleaning needs, in addition to tips and recommendations

on best practices to help maintain a standard of cleanliness. Sparkle Freshness is locally owned and operated in Carlsbad. We are a full-service janitorial cleaning company committed to the health and safety of our clients, employees, and our environment.

We use the highest-grade EPA registered products to disinfect your space properly. As many businesses start to reopen their doors, Sparkle Freshness is excited to partner and engage with businesses in our community. In support of local businesses, we are offering 20% off services.

Just mention the Carlsbad Chamber.

For more information on our mission, vision and values, and a full list of our services, please visit our website at www.sparklefreshness.com or contact us at 858-352-9860. Thank you for interest in Sparkle Freshness for your office, commercial and post construction needs.



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Are you hosting a drive-by or driveway celebration and need to treat your guests safely? **JK DOTS**, your local supplier and caterer for events and celebrations provides a fully self-contained and permitted cart with a certified attendant for a sweet, festive and fun experience!

For businesses interested in reviving sales as the economy reactivates JK Dots can place a colorful vending machine or Grab 'n Go freezer at you location following strict health, safety and sanitary guidelines to secure your order and provide the safe presentation of every last DOT.

There are six special flavors just for 2020 and 17 special flavors to choose from with catering services. In addition, we can make a special flavor named just for you!



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Advancing the health and wellness of the community we serve

Tri-City Medical Center has been serving the residents of Carlsbad, Oceanside, Vista and the surrounding communities for nearly 60 years and is focused on providing the highest quality care to our patients and community. While the COVID-19 pandemic



Steve Deitlin CEO
Tri-City Medical Center

has created challenges for everyone, at Tri-City Medical Center we remain committed to our mission “to advance the health and wellness of the community we serve” and are here for you, your family and our entire community in your time of need.

North County is truly special and is capable of rising to any challenge!

We have received countless donations of food, supplies, equipment and more since the beginning of the pandemic. Tri-City is eternally grateful for the generosity of our community during these challenging times. To learn more about the support we’ve received from our community partners, please visit our #StrongerTogether page at tricitymed.org.

Rest assured that we are here 24/7 for our community’s healthcare needs and you can be assured that high quality, safe and compassionate care is available close to home.



Pineapple upside down cake, Hershey's chocolate cake, Magic bar and coconut creme pie are some of the amazing desserts you can pick up at Prontos'.

Experience the taste

At **Prontos' Gourmet Market**, we are happy to be open and cooking for our customers in this our 25th year!! As we reached this milestone, we have adapted to put all safety precautions and procedures in place so you can enjoy a delicious meal without any concerns.

We are serving our full breakfast and lunch menu and are stocking our take away island daily with prepared meals you heat and serve including many vegetarian, vegan and gluten free options

We have a full deli counter with Boars Head meats, cheeses and salads and if you are in the mood for dessert our pastry chef is baking cookies, brownies, cobblers, pies, cakes and bars.

As a gift to our loyal customers during this difficult time all our wines are 20% off! Thank you Carlsbad. We look forward to seeing you soon!

For more information, please go to our website at prontosmarket.com



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Please wear your face mask in the store

Catering for all events call us for your next party.



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online ordering available at prontosmarket.com



Tri-City Medical Center

EMERGENCIES DON'T WAIT



If you or someone you know is experiencing a pressing health crisis, your local ER is **safe, ready and waiting**.

Tri-City Medical Center follows protocols to protect patient safety and reduce the risk of COVID transmission.

ER Check-in

For non life-threatening conditions check-in to the emergency room online at tricitymed.org and wait comfortably at home until your time to be seen.



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Mental Health

Tri-City's Outpatient Behavioral Health Services offers virtual treatment options for patients who would benefit from Intensive Outpatient Program (IOP) care.

These include services for the following diagnoses:

- Major Depression
- Anxiety Disorders
- Schizoaffective Disorder
- Post Traumatic Stress Disorder
- Bipolar Disorder
- Schizophrenia
- Personality Disorders
- Substance Use

Please call 760.940.5051 to go through the screening and intake process.

Tri-City Medical Center now offers Telemedicine appointments.

To learn more visit tricitymed.org/telemedicine or call your primary care physician.

Current providers include:

- Orthopaedic Specialist of North County
- Urology San Diego
- Tri-City Primary Care
- Tri-City Medical Center Behavioral Health Services