

VOL 42 NO. 3 | CARLSBAD.ORG

CARLSBAD CHAMBER OF COMMERCE

MARCH 2025

Behind the scenes of the Carlsbad Business Journal

Packed with valuable insights, success stories, and business trends, the Carlsbad Business Journal award-winning publication serves as a vital resource for the region's economic growth, reflecting the heart and soul of Carlsbad's thriving business community. But have you ever

wondered what goes on behind the scenes to bring the Business Journal to life every month?



torial team includes a talented designer, a word-obsessed writer, helpful editors, diverse contributors, and advertisers, spending weeks curating content that will resonate with the Carlsbad community. From feature articles to the smaller, yet equally important, sidebars and columns, each piece is carefully crafted.

The process begins months in advance with careful editorial planning. At the start of each year, the Carlsbad Chamber of Commerce, which publishes the Carlsbad Business Journal (CBJ), maps out themes for each edition. From Health and Wellness to Cybersecurity and Al, these themes ensure content remains relevant to local businesses and the broader Carlsbad community. The team also gathers economic updates,

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Aerial view panorama of Rovinj, Istria, Croatia.

Photo by: Adobe Stock Photo

A unique travel experience awaits!

I have always dreamed of traveling. Visiting new places, experiencing history up close, learning about different cultures and

meeting new people.



I never thought I could afford it or thought, how would I go if I were by myself. Where are the best places to go? Where do I stay, how do I plan? So many questions, I just kept putting the trip off. Then came the experi-

ence of a lifetime, my opportunity to travel with the chamber.

As someone who's quite seasoned in my career, it's easy to feel like I've hit a plateau. But just when I think I've seen it all, traveling with the Carlsbad Chamber of Commerce remind me how much there is still to learn. Looking up at the Leaning Tower, I was struck by how something can stand the test

of time, even when it tilts in an unexpected direction. Perspective is everything and solutions, ideas, and growth often come when we shift our view, embrace a new angle, and open ourselves to fresh experiences.

Chamber travel isn't just a hassle-free, pre-planned trip, it's a catalyst for change. It's a bridge between cultures, a chance to see the world through a new lens, and an opportunity to forge meaningful connections beyond business. Travel has a way of reigniting curiosity, opening doors to new ideas, new friendships, and even new business opportunities all while experiencing the richness of a destination alongside a community that shares your drive to keep evolving and other professionals that share your curiosity.

I am the lucky Chamber staff member now embarking on my fifth trip with the Chamber. We've been to Greece, Italy, Spain, Morocco, and Ireland, and this year, we're off to Croatia, a lifelong dream of mine! Each trip has been a unique experience, but one thing remains the same: the incredible group of people it attracts. From local and national business owners to couples and solo travelers across a variety of industries, these trips bring together a diverse mix of adventurers. Many have come on multiple trips, drawn back by the seamless experience, the outstanding accommodations, the incredible food, and the deep cultural immersion.

Kori Dolkas, Director of Branch Operations at **MyPoint Credit Union**, shared her own unforgettable experience traveling with the Chamber:

"Our recent journey to Ireland with the Carlsbad Chamber of Commerce was truly an unforgettable experience! From the moment we arrived, we were immersed in the breathtaking beauty of the Emerald Isle, visiting some of the country's most iconic landmarks and hidden gems. The itinerary was expertly planned, allowing us to explore Ireland's rich history, stunning landscapes, and vibrant culture. Walking through ancient

> CROATIA, page 14

BUSINESS SPOTLIGHT

Cleaning smarter with environmental practices in mind

At **Sparkle Freshness**, we take pride in being pioneers in eco-friendly post-construction cleaning. After the completion of a construction project, it is vital to conduct a thorough cleaning to guarantee that spaces are not only aesthetically pleasing but also safe for occupants. This is where we shine as an environmentally responsible cleaning company committed to providing outstanding services while championing sustainable practices.

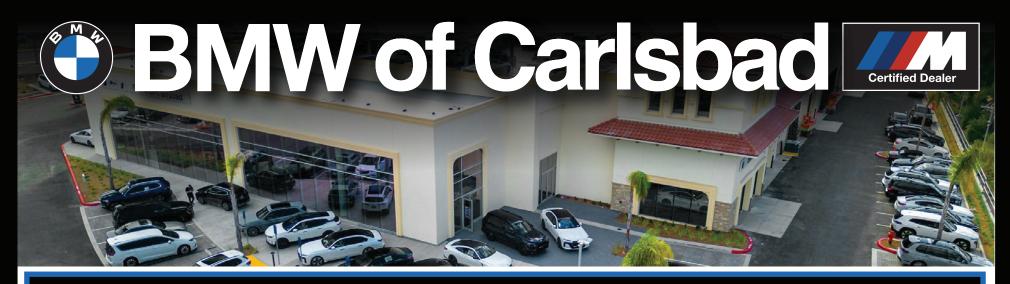
Why choose eco-friendly cleaning products?

Incorporating non-toxic, biodegradable cleaning options in post-construction cleaning is a powerful step toward environmental responsibility. These sustainable products effectively eliminate dirt and grime without releasing harmful chemicals into the air or contaminating water sources. By prioritizing eco-friendly brands, you not only ensure your safety but also safeguard the well-being of others and our planet. Not to

> SPARKLE FRESHNESS page 3



Sparkle Freshness takes pride in being pioneers in eco-friendly cleaning and committed to providing outstanding services while championing sustainable practices.



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

(760.931.8400

@carlsbadchamber

carlsbad.org 35934 Priestly Dr. @ @carlsbadchamber

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Nickel for your thoughts?

I love learning new words. I am not sure how I made it through nearly six decades of living without hearing the word seignior-



OF COMMERCE

age! Just looking at the word impresses me! What is seigniorage, you may ask? Seigniorage is the difference between the face value of coins or currency and the government's cost to produce said coin or currency. This is not a new

concept, but it is getting media attention as the federal government considers doing away with the penny. The bottom line is that if the seigniorage is lower than the actual exchange value of the currency or coin, it is profitable to keep making/minting that currency. Pennies don't pass the seigniorage test. Most sources say it costs approximately three cents to make a penny (some claim that it is up to four cents). According to APMEX.com, nickels don't pencil either. They state that it costs about \$.08 to make a nickel. Not that I have heard any discussion about discontinuing nickels yet, just thought I'd bring it up.

This concept got me thinking, what else do we pay for that isn't worth what it costs? Granted, opinions will vary on this topic, and different generations will value things differently - but let's chat.

Cable TV Subscriptions – I cut the cord long before streaming was even a thing,



The federal government considers doing away with the penny.

so it is hard for me to believe that cable TV subscriptions are still in existence at all, but apparently, they are. Is there anything even worth watching on cable? Plus, how do you binge on traditional cable?

Lottery Tickets - government-sponsored gambling is not new to the scene. But with the odds of winning the lottery at about one in 300 million, is the so-called ticket even worth the cheap paper it is printed on? According to YouTuber Johnny Harris, in 2021 Americans spent over \$100 billion on lottery tickets. Wow...how's your ROI?

The Sunshine Tax – as my years continue to steamroll by me, I am starting to wonder if the high cost of SoCal living in general is worth it. I have already lost two of

my young adult children to other states due to the exorbitant costs of living here locally. As I pay, pay, pay I have to also consider that I am hundreds of miles away from our four growing grand babies who are evenly split between Idaho and North Dakota. So that goes to the debit side on the Golden State's ledger right next to the high costs of homes, gas, food, and electricity. As the Clash once said, "Should | Stay or Should | Go?"

While we ponder these deep philosophical questions, it might be wise to dig up that old jar of pennies you have stashed in the back of your closet. I would spend them now before they are worth nothing at all! Who knows, you might be able to get half a dozen eggs with them!

> SPARKLE FRESHNESS

Continued from Page 1

mention, construction projects often generate significant amounts of waste, including packaging materials, wood scraps, and debris. At Sparkle Freshness, we encourage our clients to separate recyclables from general waste, facilitating efficient recycling methods. This practice reduces landfill contributions and promotes sustainability within our

One significant fact about eco-friendly practices is that using green cleaning products can reduce indoor air pollution by up to 60% compared to traditional cleaning products. This reduction is crucial because indoor air can be two to five times more polluted than outdoor air, significantly impacting health and well-being. By opting for non-toxic, biodegradable cleaning solutions, individuals and businesses can create healthier environments while also minimizing their ecological footprint.

The challenge of post-construction cleaning can often feel like a daunting and endless task. Performing an exhaustive post-construction clean can feel overwhelming, especially when it requires specific techniques and tools to tackle leftover materials, grime, and residue. Sparkle Freshness brings extensive experience to the table, providing all-inclusive cleaning services tailored to the unique requirements of newly developed, remolded, or existing spaces. Our skilled experts take pride in their keen attention to detail, efficiency, and commitment to using eco-friendly and non-toxic cleaning supplies.

Prioritizing water conservation is vital in our cleaning procedures. At Sparkle Freshness, we emphasize minimizing water waste during post-construction cleaning. Techniques such as using microfiber cloths and mops effectively reduce water usage while ensuring outstanding cleaning results. As well as using energy-efficient and green-certified machinery.



At Sparkle Freshness, we advocates for environmentally responsible operations.

Going green in your cleaning efforts involves more than just using environmentally friendly products. It encompasses implementing practices that foster sustainability, such as utilizing energy-efficient equipment, adopting methods that limit harsh chemicals, and educating employees about eco-conscious cleaning techniques. These actions significantly increase the environmental friendliness of your post-construction cleaning. However, it is still important to know the use of toxic chemicals can be dangerous to your health.

Toxic chemicals commonly found in household and traditional cleaning products can have severe health impacts on individuals, especially vulnerable populations such as children and the elderly. For instance, studies have shown that prolonged exposure to indoor air pollutants, including volatile organic compounds (VOCs) emitted from many chemical cleaners, can lead to respiratory issues, allergies, and even chronic conditions like asthma. According to the Environmental Protection Agency (EPA), approximately 1 in 12 people in the United States has asthma, and the presence of these harmful substances in indoor environments can exacerbate this condition, leading to in-



creased hospital visits and healthcare costs. Additionally, research indicates that certain toxic chemicals are linked to more serious health concerns, such as hormonal disruptions, neurodevelopmental disorders, and an increased risk of certain cancers over time. This highlights the critical need for eco-friendly products that safeguard both personal health and the environment.

At Sparkle Freshness, we believe in empowering our clients through education about sustainable cleaning practices. Our mission is to raise awareness and inspire individuals to make environmentally responsible choices that benefit both their health and the planet. We cultivate a sustainability mindset by sharing tips and information through newsletters, social media, and presentations. We are dedicated to transforming spaces into inviting and healthy environments. Our focus on eco-friendly techniques, coupled with our commitment to client education about sustainable practices, enables us to deliver impressive cleaning results while supporting a greener future. As advocates for environmentally responsible operations, we invite everyone to reconsider their cleaning choices and discover the multitude of benefits that come from going green. Enhance your post-construction, office cleaning, and move-in/move-out experiences with the power of green cleaning. Call us at 858-352-9860 to schedule a free walk-through or visit us at http://www. sparklefreshness.com for more information. We look forward to collaborating with you and being a valued partner!

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CARLSBAD BUSINESS JOURNAL (1)

Carlsbad's key industries provide economic strength and diversity

Carlsbad's economy thrives on a diverse foundation of five key industries: technology, life sciences, sports and active lifestyle,



MATT SANFORD ECONOMIC DEVELOPMENT MANAGER CITY OF CARLSBAD

cleantech, and tourism. This diversity has long been our strength, helping the city weather economic shifts and positioning us as a leader in innovation, sustainability, and quality of life.

As the economic landscape shifts due to changes in economic policies and

global market dynamics, uncertainty is growing. However, our industry diversity offers resilience for our economy. While challenges lie ahead, the adaptability and ingenuity of our businesses and workforce is a safeguard to keeping us well-positioned for the future. In this article, I have broken down our five key industries and some of the things on the horizon that could impact them.

Technology

Carlsbad's technology sector continues to thrive, with companies leading advancements in telecommunications, cybersecurity, and software development. Industry leaders like **Viasat** fuel innovation and job growth, and while shifting federal priorities in semiconductor funding and trade relations may present challenges, the demand for high-tech solutions remains strong. With a foundation built on adaptability and cutting-edge research, Carlsbad's tech sector is poised to navigate the changing landscape with confidence.



Carlsbad's economy thrives on a diverse foundation of five key industries: technology, life sciences, sports and active lifestyle, cleantech, and tourism.

Life Sciences

Carlsbad's life sciences industry, home to global leaders in biotechnology, medical devices, and pharmaceuticals, plays a crucial role in healthcare advancements. Potential reductions in National Institutes of Health (NIH) funding could impact research opportunities, but the strength of our biotech ecosystem, which specializes in products already available in the market, should ensure continued growth. As the demand for life-saving treatments and medical technologies grows, Carlsbad's life sciences companies are ready to lead the way.

Sports & Active Lifestyle

From golf manufacturing to performance apparel, Carlsbad is a global leader in sports and active lifestyle products. Companies like **Callaway**, **TaylorMade**, and Cobra Puma Golf continue to set industry standards. While international trade tensions and tariffs could introduce hurdles, the passion for an active lifestyle remains strong, driving demand for the cutting-edge products developed here. Our companies have consistently adapted to market shifts, and that is all but certain to continue.

Cleantech

Carlsbad has long championed sustain-

ability, with businesses leading in renewable energy, water conservation, and environmental technology. Changes in federal cleantech investments may require businesses to find alternative funding sources, which could create challenges in the near future, but the adoption of clean technologies continues to rise globally. With consumer demand for sustainable solutions continuing to rise and regional support for green initiatives, the cleantech sector is poised to remain a key driver of economic growth. Carlsbad's commitment to environmental innovation remains steadfast, with a workforce prepared to continue to grow the industry.

Hospitality and Tourism

Tourism has been a pillar of Carlsbad's economy, drawing visitors from around the world to enjoy our pristine beaches, world-class resorts, and iconic attractions like **LEGOLAND California**. While global tensions and economic shifts could impact international travel, Carlsbad remains a sought-after destination for domestic tourists and local getaways. The city's hospitality sector continues to adapt, ensuring that visitors will always find the welcoming, vibrant experience that makes Carlsbad unique.

Looking Ahead

Despite the escalating uncertainty and challenges on the horizon, Carlsbad's diverse economy provides a foundation of strength and adaptability. Our businesses have a proven track record of resilience, our industries are deeply rooted in innovation, and our community remains committed to sustainable, long-term growth. While economic uncertainty may shape the road ahead, Carlsbad is prepared to meet the moment—continuing to thrive, innovate, and lead for years to come.

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The Carlsbad Village Association works daily to benefit the businesses downtown while also branding Carlsbad Village as a



premier destination. Whether through its weekly certified organic farmers market, movies under the stars at Flicks at the Fountain, or its Small Business Saturday celebration, increasing foot traffic and elevating business awareness is central to all we do. One of our most

impactful community events - Hearts of Carlsbad Village – is a perfect example of how one single day can leave a lasting impression.

"Lifelong memories were made today. Thank you for pouring your heart into this event."

What started as a way to encourage people to return to downtown Carlsbad to shop, dine and play, following the pandemic, has turned into an annual tradition that draws over two thousand people to the Village on one very special day of exploration. On February 8th a total of 300 gorgeous blown glass hearts, created by Barrio Glassworks,













Families, couples, and kids of all ages light up with joy at the annual Hearts of Carlsbad Village—just look at those smiles!

were hidden by 30 stealthy volunteers in plain sight throughout a designated area in the Village. The hearts, valued at \$10,500, were found by young and old alike; people searching included couples, families, mother and son duos, and a lot of very enthusiastic four-legged friends.

To make the day even better, 28 Village businesses participated in our "Sweet Savings" program offering dining specials and shopping discounts to the eager hunters. Restaurants were full, coffee shops were buzzing, and retail stores were busy. And the Heart of the Village Blood Drive ran concurrently, collecting 68 pints of life-saving

This year four businesses, including Handel's Ice Cream, GelatoLove, and Village Faire Shopping Center, sponsored 120 custom hearts that were created with the brand color and logo of each business. Their sponsorship, along with a placemaking grant from Visit Carlsbad, helped make this free community event possible.

What sets Carlsbad Village apart from other coastal towns, where the competition for shopping, dining, and playing is very real, is its community character and willingness to collaborate. Not every coastal town can so seamlessly blend both Michelin-starred dining and Village-wide scavenger hunts, or luxury ocean view accommodations along with safe business-to-business trick or treating. But, somehow, Carlsbad Village pulls it off



Commercial airline service through American Airlines has returned to McClellan-Palomar Airport!

Commercial service returns to North County San Diego

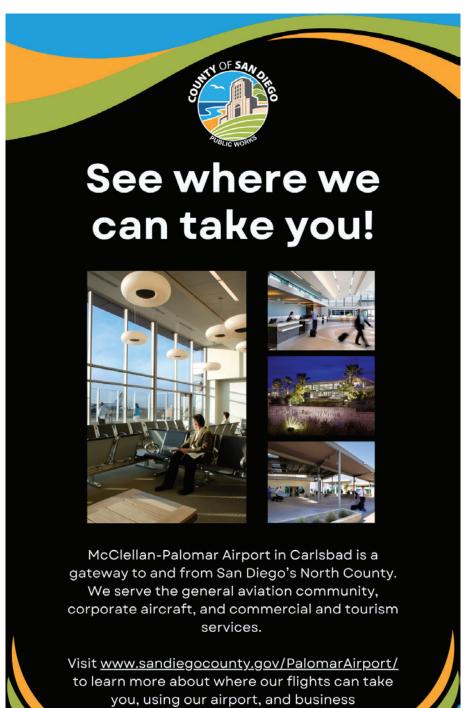
Commercial airline service through American Airlines is scheduled to return to **McClellan-Palomar Airport** in February 2025. The addition of American Airlines to Palomar Airport marks the return of commercial service after a ten-year break, complimenting additional flights offered through private carriers Advanced Airlines and JSX. Through these three partners, the airport provides San Diego County residents and visitors a convenient option for business and recreational travel.

Palomar Airport has a history of domestic airline operations since its opening in 1959. Initially serving as a vital connection to major cities, Palomar Airport debuted commercial flight services in 1991 and has hosted various airlines over the decades, including American Eagle, United Express, and Mesa

As the County's only commercial service

airport, Palomar Airport plays a crucial role in the local economy, supporting approximately 2,600 jobs generating an annual economic impact of \$461 million, and generating \$72 million in federal, state, and local tax revenue. Notably, 35% of these airport-generated jobs and 36% of the industry's economic activity is in the City of Carlsbad. The County anticipates additional jobs to accommodate commercial service, helping our economy grow even more.

Palomar Airport is a vital part of the North County inland and coastal communities, and the new American Airlines service reinforces its importance and future potential as a regional transportation hub. The County is committed to maintaining Palomar as a community-focused airport, ensuring that it will continue to meet local aviation needs while supporting economic growth and environmental stewardship.



opportunities.

EUSD's innovative approach to recess sparks engagement and inclusion

At the heart of Encinitas Union School **District** (EUSD) are five core values that



DR. ANDRÉE

guide the work we do every day: joy, belonging, service, innovation, and integrity. These values shape everything from program development school culture and help inform key decisions as we continue to grow. One area where these

values are especially evident is in our approach to lunchtime recess.

Recess is a vital part of the elementary school experience—a time when students can unwind and refresh. For many, it's synonymous with playing sports and climbing on playgrounds. While these activities remain beloved, EUSD recognizes that not all students are drawn to physical play every day. That's why this year, we have focused on expanding recess opportunities to better serve all students and foster a greater sense of joy and belonging.

Since the start of the school year, we've introduced a wide variety of options during lunchtime recess to cater to the diverse interests and needs of our students. The goal is to ensure every student has a space where they feel engaged, comfortable, and ready to thrive.

One of the most exciting changes is the rise of student-led clubs. At each campus, students are stepping up to organize groups



Encinitas Union School District's expanded recess opportunities are designed to create an inclusive environment where every student can discover something that sparks their passion, builds new friendships, and nurtures their personal growth.

based on their passions. A great example is our Green Teams, where students collaborate on sustainability projects to make eco-friendly changes in their school communities. This initiative provides students with the opportunity to take ownership of their environment while building valuable teamwork skills.

In addition to student-led clubs, EUSD's enrichment teachers—specialists in art, STEM, music, P.E., and garden/nutritionhave expanded recess choices. Garden clubs are flourishing, with students planting seeds and helping maintain school gardens. Science clubs provide space for innovation, where students can engage in activities such as engineering their own fan-propelled

Many schools have introduced creative spaces like art tables stocked with materials for students to express themselves through drawing and crafting. For students seeking quieter, reflective time, school libraries are open during lunch recess, providing a peaceful environment to read, explore new topics, or relax. Lunch Bunch, organized by social-emotional wellness teachers, is another great option where students engage in activities, such as board games, that foster teamwork and build social skills.

At Capri Elementary, the Empowered Kids program further enhances recess offerings. This initiative supports students in setting personal goals, building self-esteem, and developing a growth mindset. "These programs help students thrive both inside and outside the classroom," says Chris Juarez, principal at Capri. "By offering a variety of activities during recess, we foster

inclusion and create opportunities for students who might otherwise feel isolated to connect with others."

For students who enjoy staying active, we've expanded organized sports during recess. Soccer, basketball, and other activities are available, thanks to the support of our P.E. teachers, PTAs, and the Encinitas Education Foundation. These partnerships ensure every student who wants to participate can enjoy an engaging experience.

These expanded recess opportunities go beyond offering variety—they are designed to create an inclusive environment where every student can discover something that sparks their passion, builds new friendships, and nurtures their personal growth. We are incredibly grateful to our teachers, staff, and community partners for helping bring this vision to life

As we continue through the year, we look forward to seeing how these new opportunities shape our students' school experiences.

Donor's support, \$2.3M endowment aid STEM students

When Geraldine (Gerri) Frances Brooks earned a degree in biology in the 1950s, the



acronym we now know as STEM - science, technology, engineering, and mathematics - had vet to be coined. But it would become an indelible part of her legacy.

As president and one of the founding members of the Lawrence E. and Neva B. Fenstermaker Foundation,

Brooks has been instrumental in supporting STEM at Cal State San Marcos for nearly 30 years. While the Fenstermaker Foundation is now sunsetting, its legacy will live on through a \$1.3 million endowment in perpetual support of STEM students at CSUSM. This transformative gift will be further amplified by a \$1 million matching contribution from the Epstein Family Foundation.

"Supporting STEM has been one of the most rewarding parts of my life," Brooks said. "Three decades ago, we chose CSUSM because it was new and so full of potential. This university is exactly what we needed in North County San Diego, and it has been wonderful to watch it grow."

Over the years, in addition to the recent endowment, the Fenstermaker Foundation has donated \$1.9 million to STEM initiatives at CSUSM, providing more than 130 STEM students with scholarships and establishing



Geraldine (Gerri) Frances Brooks (center), with CSUSM President Ellen Neufeldt (left) and Brooks' daughter Peggy Chammas, has been instrumental in supporting STEM at CSUSM for nearly 30 years.



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sources.

"We are deeply grateful to the Fenstermaker Foundation board of directors," CSUSM President Ellen Neufeldt said. "Their generosity has transformed countless lives, creating a ripple effect of innovation and opportunity that will benefit our community for generations to come."

As a first-generation college student, Brooks put herself through school at Adelphi University in Brooklyn. At the time, it was rare for women to pursue higher education or build careers in fields such as biology, making Brooks' achievements both groundbreaking and inspiring. Notably, she worked alongside pioneering scientist George Nicholas Papanicolaou, whose development of the Pap smear revolutionized cervical cancer detection.

The Fenstermaker Foundation was founded in 1995 by Lawrence Fenstermaker, who served in the 11th Naval District in San Di-

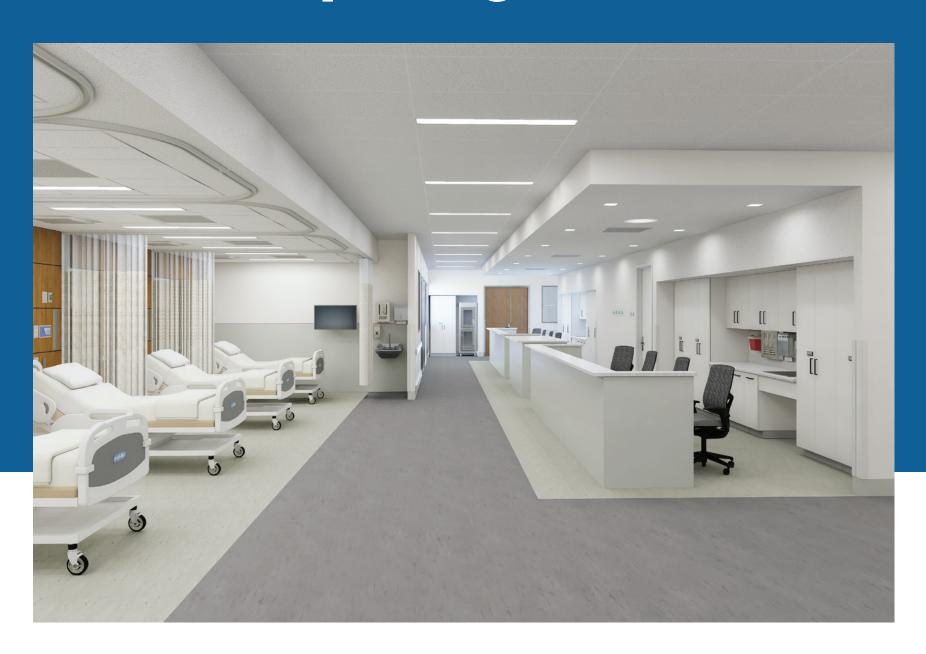
a \$40,000 library endowment for science re- ego. While Fenstermaker did not attend college, he was passionate about learning and helping others obtain an education. Along with Brooks as one of the original five board members, the Fenstermaker Foundation started giving to CSUSM in 1996 and has remained a steadfast supporter ever since.

> "The Fenstermaker Foundation's endowment will allow CSUSM Summer Scholars students to get paid, hands-on research experiences in STEM," said Julie Jameson, director of CSUSM's graduate program in biology. "This type of opportunity truly changes lives and fulfills the university's mission of student

> CSUSM proudly honors Brooks, a remarkable champion of STEM education. Through her visionary leadership, the Fenstermaker Foundation has made an enduring impact on CSUSM, fostering innovation and creating opportunities that will empower students and transform lives for years to come.



New World-Class Surgery Center Opening in Carlsbad



Revolutionizing Spine and Orthopedic Care at North County's Newest Facility

Opening in early 2025, DISC Surgery Center at Carlsbad brings world-class spine and orthopedic care to San Diego's North County. Located on the Tri-City Medical Center Health & Wellness Complex, this 12,000-square-foot outpatient facility features state-of-the-art operating suites equipped with robotic-assisted technology and advanced imaging systems. Custom-built for minimally invasive spine and orthopedic procedures, the center offers a luxurious environment designed for exceptional patient comfort and care. DISC's renowned physicians, paired with a 97% patient

satisfaction rate, are setting a new gold standard for healthcare in Carlsbad.



Comprehensive, connected care with VCC

When it comes to health, convenience and comprehensive care are key. At **Vista Community Clinic** (VCC), we go be-



WENDY
MORA, OD
OPTOMETRY
DIRECTOR
VISTA COMMUNITY

approach to primary care by offering a full suite of services that treat the whole person. From Family Medicine to Optometry, Dental services, Acupuncture, Chiropractic Care, Podiatry, Cardiology, Behavioral Health, Wellness Programs, and more, VCC provides an in-

tegrated, one-stop healthcare solution that ensures patients receive coordinated and effective care.

Unlike traditional healthcare settings that require patients to juggle multiple locations, referrals, and medical records, VCC brings everything under one roof. Our team of clinicians collaborates closely, ensuring that each patient benefits from a streamlined experience where communication about their care is seamless. Where one clinician's expertise



Unlike traditional healthcare settings that require patients to juggle multiple locations, referrals, and medical records, VCC brings everything under one roof.

ends, another begins, making for a truly comprehensive approach to health and wellness.

Whether it's managing chronic conditions, addressing acute issues, or providing preventative care, VCC's coordinated approach helps patients achieve optimal health outcomes and enhances the care ex-

perience, leading to more accurate diagnoses, quicker treatments, and a more personalized healthcare journey. For example, if a patient comes in for a routine check-up with their primary care clinician, and that clinician notices a potential issue that could benefit from chiropractic care or acupuncture, the

clinician can easily refer them to the right specialist. The same goes for patients seeking podiatry or dental care, with seamless referrals within our clinics.

This integration also reduces the frustration of dealing with multiple diagnoses and sharing medical records between various providers, helping ensure that every clinician is on the same page when it comes to your care. At VCC, healthcare isn't just about treating symptoms—it's about seeing the bigger picture and supporting every aspect of a patient's well-being. That's the power of truly connected, comprehensive care.

Beyond traditional care, VCC offers wellness programs designed to support the long-term health of our community. Our goal is to help patients achieve not only physical well-being but also emotional and mental wellness.

At VCC, you're more than just a patient—you're a partner in your health journey. Whether you're seeking routine care, specialized treatment, or preventive health strategies, VCC is here to provide compassionate, high-quality healthcare under one roof. We look forward to continuing our mission to improve the health and well-being of our community, one patient at a time.

CBJContinued from Page 1

legislative insights, and Chamber news to ensure readers stay informed about the latest developments affecting their industries.

Once the themes are set, the Chamber's editorial team align content with each month's focus. Input from the Chamber's leadership, including the CEO, board presi-

dent, and membership director, helps shape the narrative and ensure that each issue reflects the needs of Carlsbad's business ecosystem

Once the content is finalized, the next crucial step is the layout and design process. This is where our Creative Director, who has a keen eye for detail, steps in. "The goal is to create a visually appealing layout that guides the reader's eye while maintaining a cohesive flow from page to page," says Ed-

The final printed product is not just a piece of information, it's a representation of the Carlsbad business community, and we want it to reflect the quality and professionalism of the local economy.

gar Rodriguez, the creative force behind the design. "We work to ensure that the design complements the content and reflects the tone of the publication. It's about balancing visuals with information in a way that makes the journal not just informative, but enjoyable to read."

After the layout is perfected, it's time to send the digital files to the printer. This is where technology and precision meet. The printing process itself is an intricate operation, and the Carlsbad Business Journal partners with a trusted local printer that uses state-of-the-art equipment. Since we still preserve the newspaper feel, this format can only be done by an offset printing press. The process begins with the creation of plates for each page of the journal. These plates are then used to transfer ink onto large sheets of paper, page by page. The quality of the paper and ink is crucial, as it impacts the final product's color, sharpness, and durability.

Once the pages are printed, they are carefully folded, trimmed, and bound into the final product. The binding process is particularly important for ensuring that each copy of the journal is neat and professional. After

all, the final product is not just a piece of information, it's a representation of the Carlsbad business community, and we want it to reflect the quality and professionalism of the local economy.

The printed issues are then shipped out to members, community leaders, businesses, and distribution points, ensuring that the journal reaches its audience promptly. At every step of the way, the team behind the Carlsbad Business Journal is dedicated to maintaining high standards of excellence.

It's not just about the articles or the ads; it's about creating a publication that tells the story of Carlsbad's business landscape. The printing process is a critical part of this story, bringing together content, design, and technology to create something that readers can hold in their hands and refer to again and again

So the next time you flip through an issue of the Carlsbad Business Journal, take a moment to appreciate the behind-the-scenes work that goes into each page. From the design to the printing, every detail is meticulously planned to bring you a publication you can count on.





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The Carlsbad Business Journal award-winning publication serves as a vital resource for the region's economic growth, reflecting the heart and soul of Carlsbad's thriving business community.

The impact of your Carlsbad Chamber

Each year as the ball drops and we all celebrate another successful trip around the sun, we take a moment to look back at some of the things we accomplished as a chamber. Here is a brief review for you.

MCNARY RELATIONS CARLSBAD CHAMBER OF COMMERCE

Economic Impact

We have a very active digital footprint and profile at the Carlsbad Chamber. Millions of people visit our website each year and thousands engage with us via social media. Our purpose is always to promote our members and business here locally. Over 100,000 people viewed reels we created last year as well. We also hosted nearly 200 networking events, over 100 committee meetings and welcomed 240 new members to our Carlsbad Chamber family. We have

now published over 140 episodes of our Carlsbad People, Purpose and Impact podcast as well (see Carlsbadpodcast.com). In advocating for our members, we also helped defeat 16 of 17 "job

killer" bills identified by the California Chamber of Commerce.

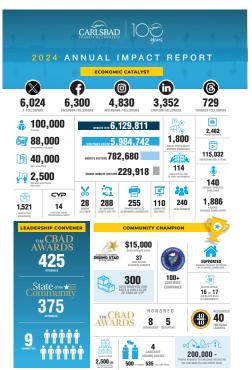
Leadership Convener

We host two of North County's largest community networking events each year: our CBAD Awards and our State of the Community Breakfast. In 2024 we had a combined audience of 800 for those two events. We also have 9 active committees at the Chamber that meet regularly on a variety of topics.

Community Champion

We love our Carlsbad community. In 2024 we gave out \$15,000 in Rising Star scholarships, we recognized 40 emerging leaders, wrapped over 300 toys for the Boys and Girls Club of Carlsbad, brought in nearly 1,500 lbs of peanut butter for the North County Food Bank and hosted four different candidate forums during election season. We also brought over 200,000 people to downtown Carlsbad via our twice-a-year Village Street Faire. And we now have over 100 Kindness Certified companies in Carlsbad thanks to the Carlsbad Chamber Community Foundation and Kids for Peace.

We want to thank all our members for their continued investment in us. We look forward to making 2025 another



















CARLSBAD BUSINESS JOURNAL

WELCOME NEW MEMBERS

CARLSBAD.ORG | MARCH 2025

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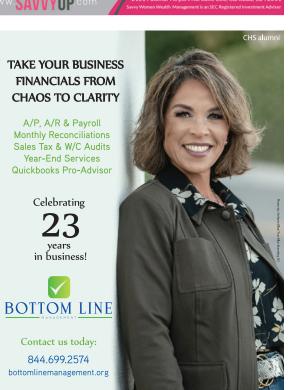
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X FOLLOWERS



6,300

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28

RIBBON

CUTTINGS



4,830

INSTAGRAM FOLLOWERS



3,352

LINKEDIN FOLLOWERS



THREADS FOLLOWERS



100,000



88,000



40,000



2,500



1,521 **NEWSLETTER**

SUBSCRIBERS

CARLSBAD YOUNG PROFESSIONAL EVENTS

WEB PAGES VISITED 5,984

WEBSITE VISITORS 782,680

UNIQUE WEBSITE VISITORS 229,918



COMMITTEE **MEETINGS**

223

SOCIAL POSTS ABOUT MEMBER BUSINESSES

NEWSLETTERS SENT

TO OVER 10K MEMBERS

240 NEW MEMBERS



2,482



115,032 **INSTAGRAM REELS VIEWS**



PODCAST EPISODES PUBLISHED

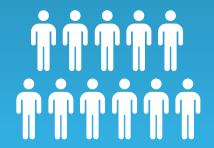
1,886 **PODCAST EPISODES DOWNLOADED**

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ATTENDEES

State of the





COMMUNITY CHAMPION



NETWORKING

EVENTS HOSTED

\$15,000

PRINTED ARTICLES

ON MEMBERS BUSINESSES

37 HIGH SCHOOL STUDENTS HONORED



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CARLSBAD BUSINESS JOURNAL 14 | CARLSBAD CHAMBER CARLSBAD.ORG | MARCH 2025



2022 Carlsbad Chamber Trip to Pisa, Italy.

> CROATIA

Continued from Page 1

castles, experiencing traditional Irish hospitality, and enjoying lively music and cuisine made this trip extraordinary.

Traveling with the Chamber provided a seamless and enriching experience, filled with camaraderie and shared memories. The attention to detail and organization ensured that we could simply enjoy the journey while making meaningful connections with fellow travelers.

I am so grateful to the Carlsbad Chamber of Commerce for making this dream trip a reality, and I highly recommend their travel opportunities to anyone looking for an exceptional and well-curated adventure!"

Our journeys have taken us to olive farms. where we've watched oil being freshly pressed, to wineries where we've tasted the finest vintages, and to artisan workshops where we've met the local business owners behind each creation. These experiences go far beyond sightseeing and offer a true connection to the culture and the people

If you're unsure about traveling solo, or just want to embark on an incredible adventure, I highly recommend joining the Carlsbad Chamber's travel program. All the details are handled, you just get to experience the world, one unforgettable trip

Upcoming Trip:

Join the Carlsbad Chamber in Croatia and the Dalmatian Coast, October 11-October

Begin your journey in Opatija, the glamorous seaside town that once drew the Austro-Hungarian elite. Use it as your gateway to explore Croatia's stunning Western Coast and the Istrian Peninsula.

Step back in time with a visit to Pula's ancient Roman amphitheater and wander the charming streets of Rovinj, a Venetian-influenced fishing village that feels like a step into the past.

Explore the stunning "Golden Island" of Krk and take a day trip to Italy's Venice. Experience the Dalmatian Coast's rugged beauty, marvel at Plitvice National Park's natural wonder, and explore Split's impressive 4th-century Diocletian's Palace.

Indulge in the local food scene, and for those seeking even more, extend your adventure to Dubrovnik's perfectly preserved medieval city and the breathtaking fjords of Montenegro.

This is the trip that brings you Croatia's most captivating sites and secret treasures. Invite your friends and family, even if they live outside of the area. Transportation can be arranged from anywhere in the USA. Enjoy an early bird discount if you register before March 21 with a \$800 deposit.

Questions? Learn more at carlsbad.org/ chamber-travel/ or call (760) 931-8400, Extension 212.

Withum opens new office in Carlsbad

On Thursday, February 6, Withum's greater San Diego office in Carlsbad celebrated its new office location with a ribbon cutting and open house gathering of team members, clients, and friends of the firm. Relocating to a new office in the San Diego business community marks an exciting chapter for Withum as the firm continues to expand in Southern California. As a national firm with 23 offices around the country, the beautifully appointed Carlsbad space not only dis-

munity with abundant opportunities for collaboration and growth, our new location strengthens our presence and will allow us to provide more in-person connections with our clients and attract top talent from the area. It's my privilege to be part of such a dedicated team as we deepen our commitment to our loyal clients and community," said Andrew Hills, Partner-in-Charge.

Withum is a Top 25 Firm by Inside Public Accounting, offering advisory, tax, audit,

> and assurance services to clients in a wide variety of industries, including life sciences, manufacturing, consumer products, and real estate. Withum's San Diego office focuses on high-net-worth individuals, corporate tax compliance, multi-state tax planning, and mergers and acquisitions activity. More than a business advisor, Withum takes the responsibility of corporate citizenship seriously. The

San Diego office attends and supports annual events and not-for-profits in the area and nationally, including The San Diego Humane Society, Hearts and Hope, Institute of Contemporary Art San Diego, and more. Withum is a proud member of the Carlsbad Chamber of Commerce and ACG San Diego.

The entire team is looking forward to building even more relationships to support the greater San Diego business community.

Learn more about Withum and its



Withum is a Top 25 Accounting Firm, offering advisory, tax, audit and assurance services to clients in a wide variety of industries.

Relocating to a new office in the San Diego business community marks an exciting chapter for Withum as the firm continues to expand in **Southern California**

plays the usual Withum office branded elements but also reflects the oceanside locale with beachy touches represented on the murals, lighting fixtures, and color palette. The office is situated near **Legoland** and features stunning views of the Pacific Ocean and the famous Flower Fields of Carlsbad Ranch. The newly redesigned workspaces and community zones offer an inclusive and collaborative environment, fostering a strong culture of teamwork and innovation to better serve their clients.

"Located in the heart of a thriving com-

San Diego team here!





POWER IN THE PLUS™

Withum Plus San Diego

Withum's Greater San Diego office in Carlsbad thanks the community for making our ribbon cutting and new office celebration a huge success! The team is so excited to deepen their local roots and serve the community's clients.



16 | **HOME & BUSINESS** CARLSBAD.ORG | MARCH 2025 CARLSBAD BUSINESS JOURNAL

Unlock the power of Al literacy with SPAARK.ai

Human-Centered AI that augments people

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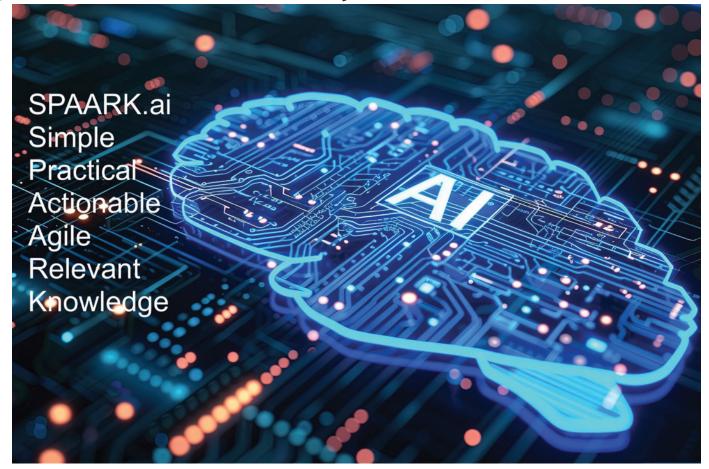
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- Convert Al literacy into revenue-generating opportunities
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- ✓ Make smarter AI investment decisions that drive ROI
- ✓ Upskill teams to become "Performance Engineers"

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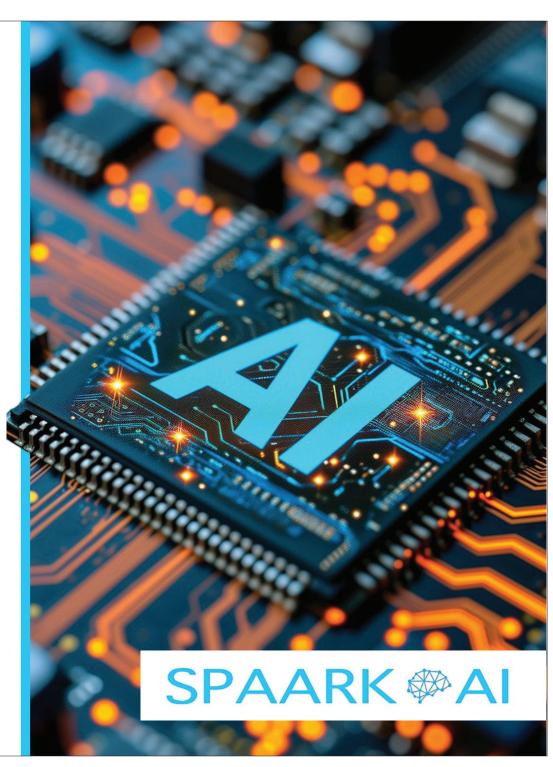
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Spring cleaning for businesses in Carlsbad:

A fresh start for success

As spring rolls in, many people are breaking out the cleaning supplies and clearing out the clutter from their homes. But have you ever thought about spring cleaning for your business? In Carlsbad, CA, businesses of all sizes are embracing the season of renewal by freshening up their spaces, organizing operations, and pre-

paring for success in the months

ahead. Spring cleaning isn't just for your home; it's an opportunity to refresh and rejuvenate your company, making it more efficient, welcoming, and productive.

In a thriving city like Carlsbad, which is home to a wide range of industries from tech startups to retail to hospitality, staying ahead of the competition requires more than just great services or products. It's

also about fostering a clean, efficient and compliant environment. A cluttered office can lead to disorganization, slow productivity, and even decreased morale among employees. Spring cleaning gives businesses the chance to reset, streamline operations, and make necessary tweaks to ensure compliance, allowing teams to focus on what matters most.

One of the most noticeable aspects of spring cleaning is, of course, the physical space. If you're working in an office, this is the perfect time to declutter desks, clean out file cabinets, and donate any outdated equipment. Don't forget the common areas too—freshening up meeting rooms, break rooms, and lobbies can create a more inviting environment for both employees and clients.

Just as physical clutter can take a toll on your business's efficiency, digital clutter can do the same. Now



is the perfect time to go through your company's files, emails, and digital tools. Organize folders, delete unnecessary documents, and ensure that your systems are up to date. Consider using cloud storage solutions to make your team's workflow smoother and more efficient. A digital spring cleaning can save valuable time and energy and allow for better collaboration between departments.

Spring cleaning isn't just about cleaning up your space; it's about reviewing processes and setting goals for the coming months. Look back on what worked well and what didn't in the previous quarter. Are there any operations that need improvement? Are your goals still aligned with your company's vision? A strategic

spring cleaning of your business processes ensures you're well-prepared for the rest of the year.

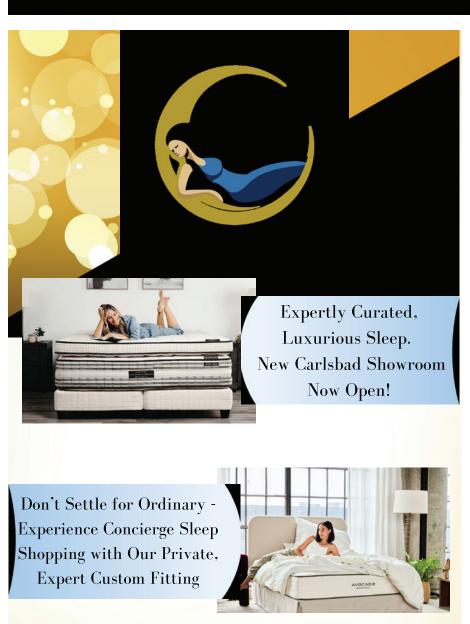
Finally, don't forget to involve your employees in the spring cleaning process. Creating a collaborative environment not only enhances the office's appearance but also fosters team spirit and morale. Hosting a "spring cleaning day" where everyone pitches in can be a fun way to bond as a team. In Carlsbad, businesses looking to thrive should take advantage of the spring season to refresh and renew. By tidying up the physical space, clearing out digital clutter, and reviewing your business strategies, you'll set your company up for success in the coming months. As the saying goes, a clean business is a happy business. Keep it clean, and success will follow!



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CARLSBAD.ORG



Schedule your appointment today! www.goldendreamsmattress.com Call/Text - 760-509-2555 5810 El Camino Real Ste. C



Meet Carlsbad's newest luxury sleep shop! Golden Dreams Mattress offers an exclusive, by-appointment "sleep concierge" experience to find your perfect mattress.

New "Sleep Concierge" shopping experience

Carlsbad is now home to a revolutionary new way to shop for luxury sleep. **Golden Dreams Mattress**, a by-appointment-only showroom, has officially opened its doors, offering an exclusive "sleep concierge" shopping experience that redefines how people choose their perfect mattress.

Gone are the days of wandering through endless aisles of generic mattress brands. At Golden Dreams Mattress, customers are guided through a personalized, one-on-one consultation with a Certified Sleep Coach, who tailors recommendations based on individual sleep preferences, body type, and comfort needs. This bespoke approach ensures that every guest leaves with a sleep system designed for ultimate rest and recovery.

"We believe buying a mattress should be a thoughtful, elevated experience—just like selecting a fine piece of furniture or a tailored suit," says Nate Cangemi, founder of Golden Dreams Mattress. "That's why we've created a private, relaxed showroom where customers can explore the world of luxury sleep without pressure or distraction."

Unlike traditional mattress retailers, Golden Dreams Mattress doesn't carry big national brands. Instead, the showroom features an exclusive selection of handcrafted, high-performance mattresses, each made with the finest materials available for superior support and comfort.

With its sophisticated, boutique-style environment, Golden Dreams Mattress is setting a new standard in sleep retail—one that's personal, luxurious, and entirely focused on the customer's well-being.

Carlsbad residents are invited to book an appointment and experience the future of mattress shopping firsthand. Visit www.goldendreamsmattress.com to schedule your private consultation today.



2000 Paces Photo Organizing helps you protect, organize, and bring order to your photo collection so that you—and future generations—can cherish and relive these memories with ease.

Preserving your story, one photo at a time

Your photos tell the story of your life—the people you love, the places you've been, and the moments that have shaped you. But too often, these priceless memories are buried in boxes, scattered across devices, or at risk of being lost forever. At **2000 Paces** Photo Organizing, we help you protect, organize, and bring order to your photo collection so that you—and future generations—can cherish and relive these memories with ease.

We provide expert photo organizing, digitization, and preservation services tailored to your needs. Whether it's a lifetime of print photos needing careful sorting and scanning or a digital collection spread across multiple devices, we help remove duplicates, apply facial recognition, and assign meaningful keywords to create a searchable,

beautifully organized system.

Beyond organizing, we help transform your memories into stunning photo books, heartfelt slideshows, and secure digital archives. We also convert home movies, VHS tapes, and film reels into modern formats, ensuring that even your oldest memories can be seen and shared

We know how overwhelming it can feel to tackle decades of photos and videos, but you don't have to do it alone. With our expertise, technology, and personal touch, we make the process seamless and meaningful. The photos we take aren't just images they are our legacies, our stories, our history. Let us help you preserve them with care, so they are never lost, never forgotten, and always within reach.



The Olson Group recently represented a fellow Carlsbad Chamber member in leasing this 2,954sf

Commercial real estate market in 2025

If you ask us at **The Olson Group,** the commercial real estate market in 2025 is expected to see a mix of stabilization and evolution, driven by shifting economic dynamics and post-pandemic trends. As remote and hybrid work models continue to influence office space demand, companies are seeking flexible, high-quality office environments with better amenities, while reducing the amount of leased space in favor of more collaborative hubs. The demand for traditional office buildings may not fully recover to pre-pandemic levels, but the market will adapt with more emphasis on adaptable designs and smaller, tech-enabled community

The available retail inventory in San Diego remains low as San Diegans continue to choose to enjoy their neighborhood shopping centers coupled with excellent weather. Retail outside of San Diego will see a recovery in 2025, fueled by the resurgence of in-person shopping as consumers return to physical stores. However, retailers will increasingly demand experiential and omnichannel-focused spaces that blend physical presence with digital shopping experiences.

Industrial real estate, particularly warehouse, and logistics properties, will remain strong, driven by e-commerce growth and supply chain investments. The increasing demand for last-mile delivery centers and cold storage facilities will further propel this sector. Flex spaces which are smaller suites with office and industrial, are the hottest items for business owners in San Diego. Most of our clients are seeking these spaces due to their affordability and storage options.

Overall, 2025 will see the CRE market transitioning toward sustainability and technological innovation, with a focus on flexibility, resilience, and efficiency in space utilization.

EVERY PICTURE HAS A STORY...



make yours easy to find and share!



Your home isn't the only thing that needs organizing this spring—your photos do too!

Organize

Hand off the clutter —we turn chaos into order.

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We digitize photos, slides, home movies, film reels, and more.

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Enjoy your photos organized and easy to find!

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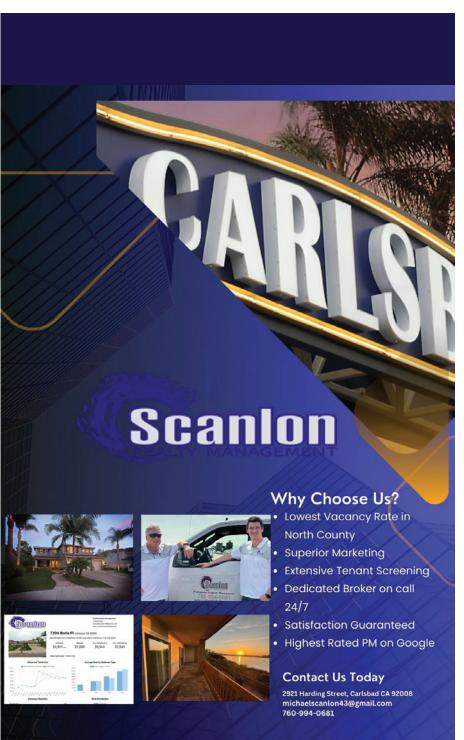
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Scanlon Realty Management is a trusted Property Management, rooted in Carlsbad Since 1953.

Property management aligned with the Carlsbad community

Scanlon Realty Management's (SRM) mission is to bring value to the Carlsbad community through our family-owned and operated property management firm. Our primary focus is to match quality tenants with premium rental properties while serving the functions of a fiduciary to the benefit of our property owners. Aside from being experts in San Diego's North County market, we are most proud of our tenant selection process that supports a focus on long-term tenancy. This element is key to our success as is our expertise in attracting and screening tenants while treating them as valued customers. Without exception, all of our tenants enhance the quality and diversity of their respective neighborhoods and serve as wonderful ambassadors to our town.

Our portfolio is dominated by impeccably maintained luxury homes that optimize positive financial returns for our property owners. We embrace technology and our web-based interconnect system manages every aspect of our business and enables SRM to deliver 24/7 service to both tenants and property owners.

The Scanlon family has been an active member of the Carlsbad community since 1953 with offices located on Harding Street in the heart of Carlsbad's Village. Our industry-leading service packages are second to none and our ratings on Google and Yelp are a testament to our level of client satisfaction. We are enthusiastic about our commitment to the Carlsbad community and will continue that commitment for years to come.

OEY SNOW

DESIGN CO





INTERIOR DESIGN STUDIO & SHOPPE

Here at Joey Snow Design Co, we hope to create a warm and welcoming environment that you love to be in. We believe home should be livable as much as it should be beautiful.

WWW.JOEYSNOWDESIGNCO.COM 5671 PALMER WAY, SUITE A, CARLSBAD, CA 92010

INSPIRING CONNECTION IN BEAUTIFUL, LIVABLE SPACES



Joey Snow Design Co.

Based in Carlsbad, California – **Joey Snow Design Co.** specializes in a variety of project scales ranging from full-service start-to-finish home remodels, to a-la-carte studio design. Each project is strongly rooted in the commitment to create beautiful spaces that celebrate family, foster togetherness, and are designed for everyday living.

Before starting her design business, Joey built a successful salon from the ground up. Her commitment to excellence and focus on the client experience laid the foundation for her continued success in design. With a keen eye for detail and a passion for quality, Joey's business has grown steadily over the years.

At JSDC, the process is always about the client. We take the time to get to know you, your family, and your needs. From start to finish, we work closely with you, ensuring a flexible, collaborative approach that brings your vision to life in a way that's functional,



Joey Snow Design Co. in Carlsbad specializes in a variety of project scales ranging from full service start-to-finish home remodels, to a-lacarte studio design.

beautiful, and truly yours.

Visit Joey Snow Design Co. in Carlsbad to explore our stunning decor, furnishings, and more! Whether you're redesigning your home or seeking unique pieces, we're here to help you create beautiful, functional spaces. Come by and let us bring your vision to life!

Unmatched precision and craftsmanship

Del Rio Construction & Design brings over 25 years of proven expertise to the residential and commercial construction industry in San Diego and the surrounding areas. Our talents and skills have been refined year after year, establishing us as one of the most trusted and innovative design-build solutions in San Diego County.

At Del Rio Construction & Design, we pride ourselves on offering a concierge-level experience from concept to completion. Our comprehensive services include architectural design, 3D rendering, project management, and construction execution. From kitchen and bathroom renovations to accessory dwelling units (ADUs), outdoor kitchens, and energy-efficient homes, no project is too big or small. We also excel in creating multigenerational spaces and ADA-compliant designs, ensuring accessibility for all.

Our commitment to quality is reflected in every detail. With strong relationships with top-tier suppliers and a team of skilled craftsmen, we ensure that every material and finish meets the highest standards. Clients consistently praise our ability to bring their ideas to life while staying on schedule and with-

What sets us apart is our dedication to building relationships as well as homes. We value open communication and collaboration throughout the process. ensuring your project reflects your personality and needs. Our work has been featured in leading industry publications and continues to earn 5-star reviews from satisfied clients.

If you're ready to elevate your living or working space, Del Rio Construction & Design is here to make it happen. Let us turn

What sets us apart is our dedication to building relationships as well as homes. We value open communication and collaboration throughout the process, ensuring your project reflects your personality and needs.





Del Rio Construction & Design brings over 25 years of expertise in residential and commercial construction to Carlsbad and surrounding areas.

your dream into a reality with innovative designs, superior craftsmanship, and excep-

Contact us today to start your journey to-

ward a beautifully designed space that truly feels like home!



San Diego Home Remodeling and New Home Construction

Coastal Home Design Studio has over 20 years of proven experience in the construction industry. Our talents and expertise have been honed every year, creating what is now one of the best home remodeling and construction solutions in San Diego.



Blue Haven opens a new location in Chula Vista



Blue Haven Pool Builders expands reach in San Diego with Chula Vista Office.

When it comes to swimming pools and backyard dreams, tens of thousands of U.S. homeowners have trusted the familiar "diving lady" symbol—making **Blue Haven** the local swimming pool builder / pool contractor of choice. Our sales & construction offices specialize in building and remodeling gunite pools (also called concrete pools or shotcrete pools). In some markets, fiberglass pools and vinyl liner pools are also available. Our swimming pool designers offer in-home estimates with pricing and custom pool plans for new construction and renovations. They can also provide you information on options for pool financing. The most-requested pool-design options include rock waterfalls, pool fountains & water features, beach entries, pool mosaics, pool lighting, tanning shelves / sun shelves, pebble finishes, and colored quartz interior finishes.



Blue Haven specializes in building and remodeling qunite pools (also called concrete pools or shotcrete pools). Free set of beautiful hydro lounge chairs with purchase of new pool.

Contact us today

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