





OUR VERY OWN

EMERGING LEADER



Kathleen McNaryVP of Member Relations
Carlsbad Chamber of Commerce

9 years ago, Kathleen was working at a local company (**LendSpark**) when her boss asked her to help them join the Carlsbad Chamber of Commerce. Though she was an International Business graduate and had no idea what a Chamber was, she instantly became fascinated with the organization. Within a few months of joining as a member, she was hired to work for the Chamber in membership sales. And, as with any small organization, she developed into doing quite a bit of everything.

Kathleen's drive is unmatched. Simply put, knowing that if she does not work, she will be extremely bored and then overloaded, keeps her on her toes. As she will often tell you, "every minute counts!" Kathleen is a natural at connecting with others and building relations and that is

why she knows she is at the right place. "I love people, I love to help others, and being able to do that in countless ways is my dream job."

And if you asked her who has been her biggest mentor or someone she looks up to, she will not hesitate to say it's her mother. "She was a lawyer and then a judge before she retired, so a very different career, but she has had chronic illness and cancer that she never let stop her dedication and passion for her work to help others in the community."

Two years ago, Kathleen was diagnosed with brain cancer, but she has not let that stop her from helping this organization and the community she adores. Needless to say, Kathleen is an Emerging Leader in every way, and we are so glad she is ours.

CULTURE



Bryan Likins Eufora International Customer Service Manager



Courtney Smith Beacons North County Assistant Director



Devon Boone MiraCosta College Director of the Campus Assessment, Resources and Education (CARE)



Joe Carballo The Carballo Agency Owner



Miller Hawkins Bitchin' Sauce VP Marketing





Morgan Young Fortis Fitness & YOGALUX General Manager



Dr. Priya Bhat-Patel City of Carlsbad Councilmember



Shadi Paydar Big Picture Results



Summer Yousif Bales* Intesa Communications **Group** Account Manager, Government and Community Relations

GROWTH



Adam Jacobs The Jacobs Scheriff **Group** *Founding Partner*



Anthony Anselmo* KingBenefits Insurance Solutions Employee Benefits Advisor



Dr. Brittany LaBelle Associate Veterinarian The Village Animal Hospital



Jake Olson* The Olson Group Commercial Real Estate Broker



Kathryn Dick Gig Talent Client Service Manager



Katie Byrnes* Merrill Lynch Financial Advisor



Manoj Dhawan Applied Membranes Inc COO



Matt Odgers Opelon LLPPartner, Attorney



Miranda Chavez Community Resource Center Director of Social Services



River Coop Coast to Coast Wealth Management Financial Advisor



Samantha Nelson Coast News Group Community Editor



Scott Johnson Amplifyed



Whitney Hill SnapADU CEO

INNOVATION



Amanda Pecot Guide My Finances Sr Investment Advisor



Ashley McCann Video Pro San Diego Vice President & Executive



Chris Thaeler Army Navy Dean Admissions



Cody Lopez MakoRabco Project Manager



Emily Bonds Agua Hedionda Lagoon Foundation Director of Education



Jeff Gottschalk Cleeri Founder &. CEO



Josh Lehman Calsense Senior Product Manager



Kyla Seabrook SSA Insurance Services Director of Account Management & Operations



Matthew Swisshelm Matt Swisshelm Real Estate Senior Real Estate Specialist



Olivia Rutman **Kids Care Finder** Founder and CEO



Priscila Gerson Oakmont Memory Care Director



Sam Doyle **Bekins Moving Solutions** Relocation Specialist



Shawnta Fleming Handel's Regional Manager



Vanessa Ruiz North County Food Bank Vice President of Operations

SUSTAINABILITY



Christopher Weiner $\begin{array}{c} \textbf{Premier Printing Co} \\ \textit{CEO} \end{array}$



Koza Law Group, APC

Associate Attorney

Furniture Reuse

President and CEO

Solutions, Inc.





Republic Services Municipal Relations Manager

* MEMBER OF Carlsbad Young Professionals Committee



Olivia Rutman

Founder & CEO *Kids Care Finder*

s a native San Diegan, I've always had strong ties to working with and finding ways to support my local community. I spent the last 15 years of my career in the corporate world working in several different departments at Wells Fargo Bank. Most recently, I spent the past several years as a Business Execution Consultant, where I had an exciting job concepting and executing on new and innovative Commercial Banking strategies. While I had an amazing career and will always be grateful to Wells Fargo for providing me with a platform to use and grow my strategic and creative business skills, I somehow always knew it wasn't my true calling. When I become a mom in 2019, my whole world was turned right side up, and my priorities quickly shifted. Working long hours and setting off on countless business trips became quite unappealing. I spent the next few years in a constant tug-of-war between work and home life. Simultaneously, I was also caught in a vicious cycle of the never-ending search to find reliable childcare. I found myself at a breaking point when I was on maternity leave with my third baby boy and was yet again searching for new childcare options for my older two sons. My heart broke when I realized I had spent half of my leave not paying attention to my perfect newborn baby, but instead, I was spending nearly all my waking hours searching, posting, calling, emailing, and touring countless Davcares and Preschools. It was exhausting. discouraging, and at one point, I felt entirely hopeless. I knew that there needed to be a better way. There needed to be ONE place where parents could go, regardless of their child's age, or what type of program they were looking for, where they could find the right fit for their family's unique needs. The next day, I applied for a business license, purchased a domain, and **Kids Care Finder** was born. Kids Care Finder is the answer to this is enormous crisis facing every American family with children. With our first provider categories launching this summer, we are thrilled to embark on what will be an incredible journey to help parents everywhere find everything they need for their kids in ONE place, so they can focus on what truly matters - spending quality time with their



Adam Jacobs

Co-Founder Jacobs Scheriff Group Fortis Fitness Strength Training & YOGALUX

dam Jacobs is a founding partner of The Jacobs Scheriff Group; a business consulting firm whose mission is to add value to companies or organizations whose product or service positively impacts society. He and his business partner and friend, Erin Scheriff, believe that being a profitable company and doing good for the world are not mutually exclusive ideals. That is how The Jacobs Scheriff Group was originated and why they truly believe in a "Growth For Good" mentality. They believe that although industries, markets, and firms may differ; business principles translate across all. Being selective with who they work with and taking a long-term approach are two of the guiding principles on how they procure their ideal clients and partners. The Jacobs Scheriff Group specializes in 4 main areas: Revenue Optimization and Growth, Business Development and Strategy, Brand Awareness and Marketing, and Investor Relationship Management. Erin and Adam pride themselves on their



honesty and integrity and are not afraid to tell someone what they need to hear as opposed to what they want to hear. They believe that every business has a social responsibility to their stakeholders as much as their shareholders. And that taking a holistic approach while working with any organization will have the greatest impact possible. Adam is proud to be the youngest Chair of the Board ever of the Carlsbad Chamber of Commerce and is honored to again be named to the Carlsbad Chamber 40 Under 40 and congratulates all of the honorees this





Joe Carballo Founder The Carballo Agency

uality is a race with no finish line" are words that were instilled in Joe Carballo at a young age. From the beginning his parents taught him the value of hard work, dedication, and relentless pursuit of personal development. Those core values have been the guiding force for Joe at every facet of life. In 2021 when Joe launched **The** Carballo Agency, a full-service Life and Health Insurance Agency, he knew that his core values would be put to the test and he was more then ready for the challenge.

"It was 2020, in the thick of the pandemic, I had just been laid-off, and it was time for the next chapter of my professional carer to begin. All I knew is that I wanted to help people, I wanted full control of my schedule, an opportunity to make a great living, and the flexibility to work from anywhere I wanted. As I researched various industries and the impact the pandemic had on them the Insurance and Financial Solutions sector kept popping up. To be successful in an industry I



had zero experience in, I knew I had to rely heavily on my core values and that I had to embrace a learning curve. The most rewarding opportunity now is showing other team members how to achieve their personal and professional goals. Relentless pursuit of personal growth is a core value here and we are looking for those individuals who share the same passion.

The Carballo Agency



RELATIONSHIPS MATTER, PEOPLE COME FIRST. JOIN OUR TEAM TODAY!

THECARBALLOAGENCY.COM

Congratulations to our agency owner, Joe Carballo, for being recognized as TOP 40 UNDER 40!



Priscila GersonMemory Care Director Santianna

illena At **Santianna** Welcomes Priscila Gerson! Ms. Gerson is an experienced professional in the senior living industry. She started in the Senior Living Industry as a dementia-specialized caregiver. Quickly getting promoted in the field, Priscila acquired experience in care and activities. After six years of experience as a Memory Care Director in a senior luxury community, Priscila chose Santianna.

Santianna has world-class grounds, premier design, and cutting-edge technology. This beautiful and vibrant community is irresistible! The sky is the limit when combined with excellent care and engaging activities.

Priscila is passionate about improving the lives of older adults and is committed to the highest quality of care. Whether through one-on-one interactions or larger community initiatives, we are dedicated to bringing excellence.

RETIREMENT LIVING · NEW TO CARLSBAD



The community you've imagined...

Santianna, opening early 2022, is a luxury senior living community featuring spacious floor plans and elegant design with all of the amenities you've come to expect.

The lifestyle you deserve.

Full-Service Restaurant · Bar & Lounge · Movie Theatre · Wine Cave Swimming Pool & Spa · BBQ & Firepit · Bocce Ball & Pickleball Courts Salon & Massage Studio · Resident Gardens & Walking Paths



Call (442) 222-2456 today to schedule a tour!

Kathryn Dick

Client Service Manager Gig Talent

are proud to acknowledge Kathryn Dick, our exceptional Client Service Manager at Gig Talent, for being recognized as a distinguished "40 under 40" Honoree. This prestigious accolade is a testament to Kathryn's remarkable achievements, unwavering dedication, and significant impact within Gig Talent and beyond.

As a driving force behind Gig Talent's success, Kathryn has consistently demonstrated her passion, dedication, and innovative thinking. Her contributions have been instrumental in shaping the company's growth and positioning it as a trailblazer in the gig economy. With Kathryn's commitment, the company has experienced exponential growth, cementing its position as a leading agency for fractional, interim and project based HR Consultants and Leadership Coaches across the United States.

Beyond her professional achievements, Kathryn's compassionate leadership has created a supportive environment within Gig Talent. She actively supports local initiatives and encourages the Gig Talent team to give back to Carlsbad through partnerships with charitable organizations, promoting profes-



sional development and nurturing the Gig Talent Collective and clients alike.

With her unwavering commitment and dedication to fostering an environment of excellence, Kathryn has made an indelible mark on Carlsbad's business community. Her recognition in Carlsbad's "40 under 40" is richly deserved and serves as a testament to her outstanding contributions to the success of Gig Talent.

We congratulate Kathryn on this well-deserved honor and express our deepest appreciation for her invaluable contributions to our team personally and professionally. Her impact will undoubtedly continue to grow and unfold for years to come.



Congratulations to our own Kathryn Dick & all of the 2023 "40 under 40" Honorees!

Providing organizations with vetted, ondemand, HR Consultants and Leadership Coaches to drive business results - one gig at a time.



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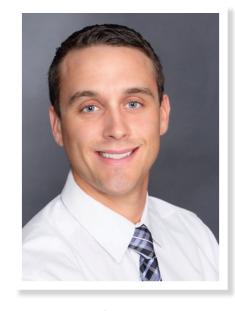
Jake Olson Real Estate Broker The Olson Group

s a commercial real estate broker serving the Carlsbad community, business owners, and property owners, Jake has demonstrated excellence in his work and a commitment to his clients that is truly exceptional.

With over 4 years of experience in the industry, Jake has built a reputation as a skilled negotiator and trusted advisor in the commercial real estate market. His boutique brokerage, which includes two agents, maintains a strong presence in the Carlsbad area, providing personalized and attentive service to each client they represent.

With a full-service approach to commercial real estate transactions, The Olson **Group** offers expertise in industrial, retail, office, land, and development transactions. Jake's team is dedicated to helping clients navigate complex deals with ease, utilizing their extensive market knowledge to provide valuable insights and recommendations throughout the process.

What sets Jake apart is his unwavering dedication to building lasting relationships with his clients. Through his patient, friendly, and helpful approach, he has earned the



trust and loyalty of those he serves. His commitment to delivering results with integrity and professionalism has earned him a stellar reputation in the community. His expertise, track record of success, and personal approach have laid the foundation for The Olson Group's continued growth.

As a veteran, Jake is proud to serve as Co-Chair to the Chamber's Military Affairs **Committee**. His vision for the committee is to be a direct resource for local businesses to the surrounding military and veteran community. Jake is also an active participant in the Carlsbad Young Professionals.





Commercial Real Estate **SALES & LEASING**







www.olsongroupsd.com





Emily BondsDirector of Education Agua Hedionda Lagoon Foundation

■ mily Bonds knows how to teach about the watershed in the great outdoors. She is sustainably minded, an innovator, supports our culture and creates growth. This year she envisioned 8 different themed camps for the summer. She found extra space at the Discovery Center (D.C.) and was able to launch camps for 48 students each week. She doubled our impact by adding two weeks and 12 more spots each week; all while keeping the small group hands-on learning at the curriculum's core. The camps were completely filled in a week. Emily and her team are always adapting and making the educational programs an extraordinary part of our entire compliment here at the D.C. One of Emily's many traits is her can-do attitude. She steps up to



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help and is often the first person checking to find out if there is anything she could do to lighten your workload. Emily lives in "the bonus round of life" and has a huge following of little people vying for her attention daily.



The Village Animal Hospital is now opened, right here in Carlsbad Village.

Whether you come in to discuss management of your pet's chronic illness, an acute injury, or preventative and wellness care, we are here for you. Our hope is that you find our style of care the best fit for the needs of you and your pet. We are a highly experienced and compassionate team that cares for the well-being of all pets and their people.



Now Open!

> Subscribe to our newsletter for the latest information, special offers, and VIP access to our open house!



Dr. Brittany LaBelle

Associate Veterinarian
The Village Animal Hospital

r. Brittany LaBelle is a remarkable individual who exemplifies the essence of growth, both personally and professionally. As a passionate and dedicated veterinarian, she has recently embarked on a transformative journey at **The Village Animal Hospital**, a brand new state-of-the-art veterinary practice located in the Carlsbad Village. Dr. LaBelle is committed to serving the community and their beloved pets.

At the heart of Dr. LaBelle's mission lies a genuine desire to foster growth within the community. By providing exceptional care for animals, she not only ensures their well-being but also contributes to the overall welfare of pet owners. She believes that preventative medicine is of the utmost importance as she recognizes that pets are integral members of families, and their health profoundly affects their human counterparts. Dr. Labelle's innate ability to connect with both pets and their owners instills confidence and trust, fostering a sense of growth within the community.

Professionally, Dr. LaBelle's journey has been marked by exponential growth. Through continuous learning and staying



abreast of cutting-edge advancements in veterinary medicine, she ensures the highest standard of care for her patients. Moreover, she embraces challenges and embraces opportunities for personal and professional development. Her unwavering dedication to growth enables her to constantly improve her skills, expand her knowledge, and provide the best possible care to her patients.

Dr. Brittany LaBelle epitomizes the essence of growth. Through her commitment to compassionate care, personal development, and spending the time to educate her clients, she not only uplifts the lives of pets but also empowers their owners.

villagevetcarlsbad.com



Samuel Doyle Relocation Consultant Bekins Moving Solutions, Inc.

am Doyle has been a member of the Carlsbad Chamber of Commerce for over 2 years and works as a Relocation Consultant for **Bekins Moving Solutions** and Bekins Van Lines. He is an active member of the community and is the current President of the La Jolla Sunrise Rotary Club. In his off time, Sam likes to surf off Tamarack Beach, paddle board in Carlsbad Lagoon and take his yellow lab/golden retriever mix, Dolly Parton, on walks around Carlsbad Village. Sam is also a musician and plays the guitar, bass guitar, upright bass

and ukulele. He has a band with his older brother, Christian, called The Brothers Doyle and you can see them performing at restaurants and venues all around the San Diego area. Originally from Washington state, Sam studied business at Tacoma Community College. When it comes to business, Sam's motto is to treat clients like family, "By being open, direct and honest with my customers, my goal is to build the same sense of authenticity and transparency as I would in my communications with my own family."



Megan A Draper

President and CEO Furniture Reuse Solutions

ustainability and community are the watchwords of Furniture Reuse Solutions. Megan has been instrumental in the company's local impact. In the past three years, her work has led to diverting more than 3,000 tons from the landfill by placing 150+ thousand pieces of furniture with charitable organizations. With Megan at the healm, FRS has been able to match surplus inventories with charities and non-profits, and strengthen logistics of loading and shipping, and providing site management and reporting.

FRS clients include prominent tech companies, universities in California, and school districts nationwide. Megan and team are currently in the midst of a three-year project encompassing 84 Long Beach Unified School District schools. The furniture, no longer needed by LBUSD, is greatly appreciated in disadvantaged schools in Africa, The Middle East, Central America, Mexico, and the United States

When Megan visited recipient schools in Nicaragua five years ago, the impact FRS was clear. These items were a first for the children and boosted their self-esteem, helping to spearhead

their motivation to learn. Knowing many families live on a mere dollar a day brought into clear perspective that we can each do our part to help the next generation. This experience further solidified her belief in what FRS offers the world. When surplus furniture reaches a higher purpose, it makes a difference.

When supply chain delays significantly impact the team and the non-profits FRS assists, Megan's collaborative leadership and alternative solutions have helped in the success of projects, regardless of these obstacles. With a strong logistics and customer service background, Megan strives to provide cost-effective solutions to clients and assists partners in fulfilling humanitarian needs in the United States and abroad.

Megan is a huge reason FRS is third-party certified as a Women's Business Enterprise and a woman-owned small business (WOSB) through the Women's Business Enterprise Council

Congrats to Megan A Draper, we are thrilled to have you leading the way at Furniture Reuse Solutions!





Vanessa Ruiz

Vice President of Operations Jacobs & Cushman San Diego Food Bank

anessa Ruiz serves as the Vice President of Operations for the **Jacobs & Cushman San Diego Food Bank** and has worked with the Food Bank for nearly 20 years. She has been instrumental in helping create the portfolio of programs implemented by the Food Bank and in creating, building and maintaining relationships with 540 nonprofit feeding agencies throughout San Diego County.

In 2016, Vanessa helped lead the acquisition of the North County Food Bank making food more accessible to food pantries and soup kitchens in North County. Since then, the North County Food Bank has grown and now serves over 5 million meals per year.

Vanessa is passionate about fighting hunger in the community—ensuring all people have enough healthy and nutritious food to not only survive, but thrive. She has created and oversees many of the successful and innovative food distribution programs of the Food Bank including the Food 4 Kids Backpack Program, the College Hunger Relief-Program, the Senior Food Program,

Diaper Bank Program, and many others. Through her leadership, the Food Bank has implemented systems and strategies that have grown its ability to serve 400,000 people each month. Vanessa's understanding of hunger in San Diego has helped to grow operations, build a strong partner network, and fortify the organization's commitment to ending hunger in the region.

CBJ

Vanessa builds and maintains excellent relationships with community leaders, elected officials, community members, and nonprofit partners. She is also a proud board member of the San Diego Food System Alliance, Hunger Free Advisory Board, and previously chair of Bayside Community Center for 10 years.

Some of Vanessa's recent accomplishments include:

- Started a relationship with DoorDash for home deliveries to seniors
- Speaker at the USDA Round Table on Food Insecurity in San Diego with:
- Congressman Scott Peters
- Congresswoman Sara Jacobs
- USDA Dep Und Stacy Dean
- USDA Administrator Cindy Long
- Launched a Client Choice Pantry at the North County Food Bank; serving over 1800 families a month
- News segments- NBC TODAY show on inflation, Voices of America, Localist SD, Velocity Podcast & Drew Schlosberg's "Spotlight on the Community" podcast



to the Jacobs & Cushman San Diego Food Bank's Vice President of Operations

VANESSA

-RUIZ

for being recognized by the Carlsbad Chamber of Commerce as a 2023 40 Under 40 honoree. The San Diego Food Bank, our programs, and the 400,000 people we serve each month greatly benefit from your organizational leadership and excellence. We are proud to have you fulfilling the Food Bank's mission each and every day.







Chris Thaeler Dean of Admission Army and Navy Academy

hris Thaeler is a proud alumnus of **Army and Navy Academy**. After graduating, he launched a career in information technology management that eventually brought him back to his alma mater as the school's first Information Technology Director. During that time, he significantly improved the Academy's technology infrastructure, implementing campus-wide wireless access and fiber internet. He was promoted to head the Academy's Office of Admissions in January of 2022

Almost a decade ago, he began volunteering for Urban Street Angels, one of San

Diego's leading charities supporting homeless transition-aged youth. He continues to advise their leadership team on technology matters. He has a strong desire to improve the lives of young people.

Chris has pursued this passion on campus by coaching the Academy's newly reignited water polo team. He also helped to found its competitive eSports team for the upcoming school year. In his role of Dean of Admissions, he has a desire to see a new generation of students benefit from the incredible academics, athletics, and character development that are cornerstones of the Army and Navy Academy experience.

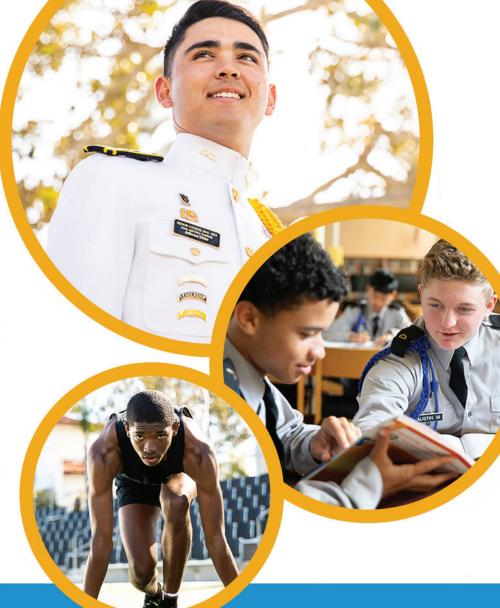


BUILDING VIRTUOUS MEN

At Army and Navy Academy, we believe that greatness lies in every young man but first he needs to believe in himself. We listen, challenge, and encourage students to imagine and then accomplish their goals.

Our graduates don't just excel at academics and athletics. They are men of virtuous character with the resiliency and leadership skills to face life's challenges.

Founded in 1910, Army and Navy Academy consistently ranks as one of California's best boarding and day schools for young men in grades 7 through 12.



READY TO LEARN MORE?

Call the Office of Admission today at **888.762.2338** or visit us online to schedule a tour.

armyandnavyacademy.org

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Summer Yousif Bales

Account Manager of Government and Community Relations Intesa Communications Group

ntesa Communications Group is thrilled to celebrate our exceptional Account Manager of Government and Community Relations, Summer Yousif Bales, selected as a Carlsbad Chamber of Commerce 40 Under 40 Emerging Leader. As one of Carlsbad's next generation of business leaders, Summer's professional, philanthropic, and volunteer efforts have made a positive impact in throughout the region.

Summer focuses her strategic communications, lobbying, and community work in San Diego's North County, helping our clients communicate and advocate with confidence in times of opportunity and challenge. She advances renewable energy, nonprofit, housing, and real estate development projects that benefit communities. Recently, Summer leveraged her strategic consulting to secure unanimous approval from the City of Carlsbad Planning Commission for a residential townhome project near Ponto Beach. With this key approval, Intesa's client will bring forward 86 coastal homes to Carlsbad that will enhance a blighted



storage facility and help alleviate the regional housing crisis. Brookfield Properties, CSUSM, OceanKAMP, Terra-Gen, and the Center of Excellence for the San Diego and Imperial Counties Community Colleges have enjoyed positive outcomes from her strategic counsel.

Summer is a 2023 officer of the Carlsbad Chamber of Commerce's Government Affairs Committee, a member Carlsbad Young Professionals, and the Oceanside Chamber of Commerce's Oceanside Leadership Academy. Passionate about giving back to the community, she serves on the board of two local housing advocacy groups: Building Industry Association of San Diego County's yGEN and the YIMBYs of San Diego

Congratulations Summer we're so proud

Congratulations, **SUMMER YOUSIF BALES!**

Thank you for sharing your passion, talents, and kindness with North County, your Intesa team, and our clients. You are a model of our company values and a shining example of how to communicate and advocate with confidence.



Public Relations | Government Affairs intesacom.com

40 Under 40 Emerging Leader





Account Manager,



@intesacom

ıntesa



State of the Community

FRIDAY, AUGUST 18, 2023 | 11 A.M. - 2 P.M. THE WESTIN CARLSBAD RESORT & SPA

KEYNOTE



KEITH BLACKBURN MAYOR | CITY OF CARLSBAD

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