



The Sky Deck, a restaurant collective, is a part of Del Mar Highlands Town Center's \$120 Million expansion. Photo courtesy of Donahue Schriber Realty Group

Sky Deck Collective to Open in May

DINING: Part of \$120M Del Mar Highlands Town Center Expansion

■ By MARIEL CONCEPCION

A new, Barcelona-inspired dining destination is coming to San Diego.

Sky Deck, a food and beverage collective, is scheduled to open May 2021.

Located on the second story of a recently relocated 25,000 square foot Jimbo's... Naturally! at Del Mar Highlands Town Center, it was originally slated to open in early 2020 but has faced numerous setbacks due to COVID-19.

With 19,000 square feet of rentable space, Sky Deck will eventually feature 10 curated dining destinations, according to Donahue Schriber Realty Group, owner

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Flock Freight Raises \$113.5 Million

TECH: Co. Plans to Hire Aggressively, Eyes IPO

■ By FRED GRIER

Flock Freight, a logistics technology firm focused on the trucking industry, has raised \$113.5 million in Series C financing, led by SoftBank Vision Fund 2.

This is the largest investment for a San Diego-based technology startup this year. Following a sizable \$92 million raised in September by Seismic, which provides sales and marketing software.

The company will use the new money



Jeff Lerner
VP of Marketing
Flock Freight

to accelerate product development for its pooling technology algorithms. In addition, the company will expand its team hiring experts in operations research, applied mathematics,

among other roles.

"The team has been working tirelessly to change the status quo. With this round, we're looking forward to making shared truckload the new industry standard," said Jeff Lerner, vice president of marketing at Flock Freight.

The five-year-old company based in Solana Beach, attracted larger shipping customers and quadrupled its revenue growth this year despite temporary

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Aircraft Deal Worth Billions

DEFENSE: Big Win For Northrop Grumman

■ BY BRAD GRAVES

The U.S. Air Force plans to spend a maximum of \$4.8 billion with Northrop Grumman Corp. over the next 10 years to keep its fleet of 34 Global Hawk unmanned aircraft flying with up-to-date technology.

The military service announced in late November that it awarded Northrop Grumman (NYSE: NOC) a wide-ranging contract with a \$4.8 billion ceiling. Work under the contract will be done between now and September of 2030.

"Global Hawk is a critical asset that delivers vital data to U.S. forces and international allies 24/7/365," said Leslie Smith, vice president, Global Hawk, Northrop Grumman. "The EPIC II award supports continued efforts for development, modernization, retrofit, production and

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Halozyme Bounces Back

BIOTECH: Stock Skyrockets 81%

■ By FRED GRIER

This year was exceptionally strong for Halozyme Therapeutics. Its share price hit an all-time high, and Halozyme inked several deals with drug giants bolstering the company to have its first profitable year.

The company



Helen Torley
CEO
Halozyme
Therapeutics

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P.4 STARTUP: Launch Factory Recruits Tech Industry Veterans

P.30 REAL ESTATE: Development to Reshape Central Mission Valley

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Sky Deck

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of the Del Mar Highlands Town Center. This includes Urbana Mexican Gastronomy, Marufuku Ramen, Craft House and Le Parfait Paris, among other culinary efforts.

The space is one lease away from being at 100% occupancy.

One flight up, Brewer's Deck will include three beverage concepts: Boochcraft Kombucha, Rough Draft Brewing Company and Northern Pine Brewing. All three are San Diego-based companies.

\$120 Million Expansion

Sky Deck is part of a \$120 million expansion of the Del Mar Highlands Town Center that began in 2018, said Patrick Donahue, former chairman and CEO of Donahue Schriber Realty Group; Donahue will be replaced by Michael Glimcher, who was named chairman president and CEO in November 2020, upon his retirement. This included moving Jimbo's from a 15,000 square foot space to its larger, anchor location, he said, as well as the



Patrick Donahue
Retired Chairman/
CEO
Donahue Schriber
Realty Group



Tim Sullivan
Property Manager
Donahue Schriber
Realty Group



Sky Deck houses 10 food places, all of which surround one center bar.

addition of 100,000 square feet of retail and a three-level parking structure.

Sky Deck, though, is the highlight of the project, said Donahue. The expansion will create over 200 new jobs, he said, and is expected to do between \$15 Million and \$20 Million in volume.

Barcelona's El Nacional

"We saw the concept in Barcelona, Spain, called El Nacional and I studied it for two or three days when I was there for New Year's about five years ago," he said. "I sent leasing, architect and construction people over there to get their take on it and we all had the same feeling: it would work well here. While Sky View is different in design in a lot of ways, in concept it is very similar. We looked at many of the food halls in Europe and in the U.S. and we

don't think anyone has done it quite like this."

While inspired by the Barcelona venue, El Nacional is larger than Sky Deck at 45,000 square feet, said Donahue. It has an enclosed parking structure, unlike Sky Deck, and is divided into four culinary areas and four bars.

As previously mentioned, Sky Deck houses 10 food places, he said, all of which will surround one center bar. Understory, the central craft cocktail bar, will be the centerpiece of the overall venue. In addition to one-of-a-kind craft cocktails, customers will be able to order from any Sky Deck restaurant while enjoying a beverage at Understory, he said.

One-of-a-Kind Experience

Tim Sullivan, property manager at Donahue Schriber Realty Group, said Sky Deck

is not to be confused by a traditional food court or food hall. The major difference is in the seating, which is specific to each restaurant, he said, and not a communal area typical of the other types.

"Our goal was to create a one of a kind experience for our customers to relax and enjoy themselves," said Sullivan. "We think (this) creates a different feel, especially at night where people will have the choice of different sit-down restaurants, a central bar and a beer garden which will serve food selections from each of the restaurants. The whole experience will be approachable, local and fun."

Location Matters Inc.

FOUNDED: 2008
PRESIDENT: Mike Spilly
HEADQUARTERS: University Town Center
BUSINESS: commercial real estate brokerage firm
REVENUE: about \$1 million in commission year-over-year
EMPLOYEES: five
WEBSITE: www.locationmatters.com
NOTABLE: leased the first PlantX stateside location in Hillcrest, to open early 2021.

Donahue Schriber Realty Group

FOUNDED: 1976
CHAIRMAN PRESIDENT/CEO: Michael Glimcher
HEADQUARTERS: Costa Mesa
BUSINESS: private real estate investment trust company
REVENUE: value is excess of \$3.5 billion annually
EMPLOYEES: 120
WEBSITE: www.donahueschriber.com
NOTABLE: Named Michael Glimcher as chairman president and CEO and president November 2020 to replace retiring Patrick S. Donahue.



Portside Pier, Completed in Summer of 2020

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Portside Pier, Completed Summer of 2020



Carte Hotel, Completed Fall of 2019