

# SAN DIEGO BUSINESS JOURNAL

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## Seen After Hours



500 turn out for Best Places to Work event  
Pages 21-22

## Gary London



Mission Valley needs a river park  
Page 35



Malissa Jacobs  
Kieran Gallahue's Kearny Mesa-based public company controls about 40 percent of the \$2 billion U.S. market for sleep breathing equipment.

## Despite Recession, ResMed Posts Record Profits

**MANUFACTURING:** Medical Device Maker Could Tap Larger Markets

By HEATHER CHAMBERS

A good night's sleep has long been a doctor's mantra in encouraging patients to stay healthy and alert during the daytime. Like good nutrition or proper exercise, healthy benefits stem from adequate rest.

But health professionals are just beginning to piece together the relationship between sleep disturbances produced by abnormal breathing patterns and leading health concerns such as diabetes and heart disease.

Recent research suggests that sleep-disordered breathing has more dire consequences than nodding off at work or during the middle of an important test.

ResMed page 29

## Turbines Blowin' in the Wind

**ENERGY:** Gearbox for Bikes Adapted to Generate Electricity

By BRAD GRAVES

Viryd Technologies may be close to the wide-open, breezy testing grounds of West Texas, but it can't shake the semblance of a San Diego firm.

Based in the Austin suburb of Cedar Park, Viryd is developing a wind turbine with a twist: It produces electricity with the help of

the planetary transmission patented by San Diego-based **Fallbrook Technologies**.

**78%**

Growth of small wind market between 2007 and 2008.

The local ties go deeper than that. Viryd's chairman is Fallbrook Chairman and CEO William Klehm III. Investors include Gary E. Jacobs, from San Diego's first family of cell phone technology. Viryd also shares some Texas

Viryd page 29



Photo courtesy of Intergulf Development Group

As of May 28, 35 of 155 units at Breeza had been sold.

## Condos Idling On the Market

**REAL ESTATE:** Breeza Prices Cut 25% Since Construction Began

By CONNIE LEWIS

The turnout for a grand opening event at downtown's Breeza condos recently was encouraging to the developers, considering that 300 people showed up — 100 more than expected.

But Joe Werner, chief operating officer of Canadian-based Intergulf Development Group, which partnered with Lennar Urban of Miami to develop the complex, said the sales pace would have to pick

Condos page 28

## Merchant Advances Replacing SBA Loans

**FINANCE:** Private Lenders Offer New Source for Capital

By MIKE ALLEN

With money for working capital scarce, small businesses lacking sterling credit but showing positive cash flow are using an alternative to traditional bank loans to fund operations.

Merchant cash advances, usually for less than \$50,000 and based on cash flow rather than credit history, are becoming popular as banks tighten underwriting standards that fewer businesses can meet, say two area

private lenders.

"This is a type of lending that's perfectly suited for this economy," said Greg Wells, president of **Five Point Capital**, a San Diego equipment leasing firm that got into merchant cash advances a year ago.



Greg Wells

Borrowers using cash advances are usually already maxed out on their credit cards, and aren't likely to qualify for a traditional commercial bank loan, yet are still

Credit page 28

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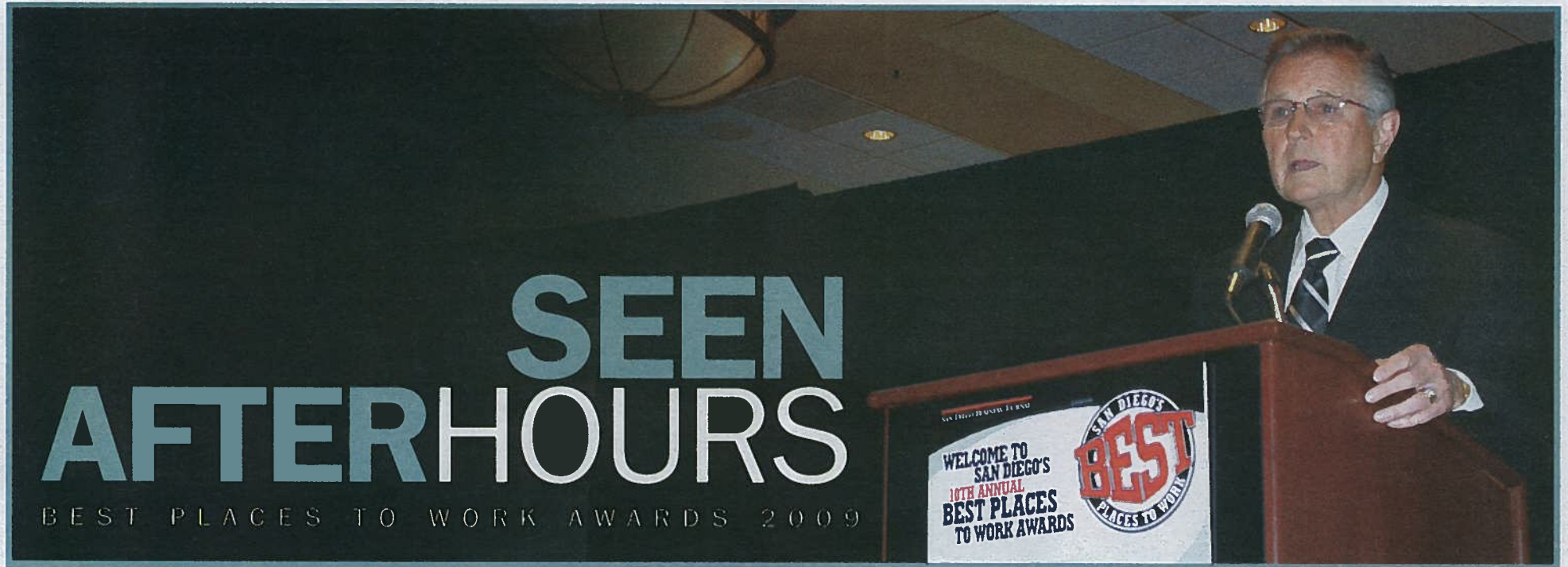
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# SEEN AFTERHOURS

BEST PLACES TO WORK AWARDS 2009

## Best Places to Work

**M**ore than 500 business professionals and their loyal employees turned out May 20 for the Business Journal's 10<sup>th</sup> annual Best Places to Work in San Diego awards. The event was held at the Doubletree Hotel San Diego in Mission Valley, and featured award presentations to finalists in the small-, medium- and large-business categories. Publisher Armon Mills and Associate Publisher Reo Carr served as masters of ceremonies for the program.

The event recognizes the best places to work in San Diego and environs, based on voting by each participating company's employees, and it's among the most popular gatherings held each year by the region's award-winning business weekly newspaper. The awards were co-sponsored by Alvarado Hospital, ESET, Kaiser Permanente and Moss-Adams. Bob Nelson of Nelson Motivation served as guest speaker.

*Photos continued on Page 22*



Mark Ginesho of Clarkston Consulting is an award winner.



Susan Pace of Robert Half International is all smiles.



Robin Mickle, left, Richard Hart, James Lasswell and Shella Dickson from Indus Technology.



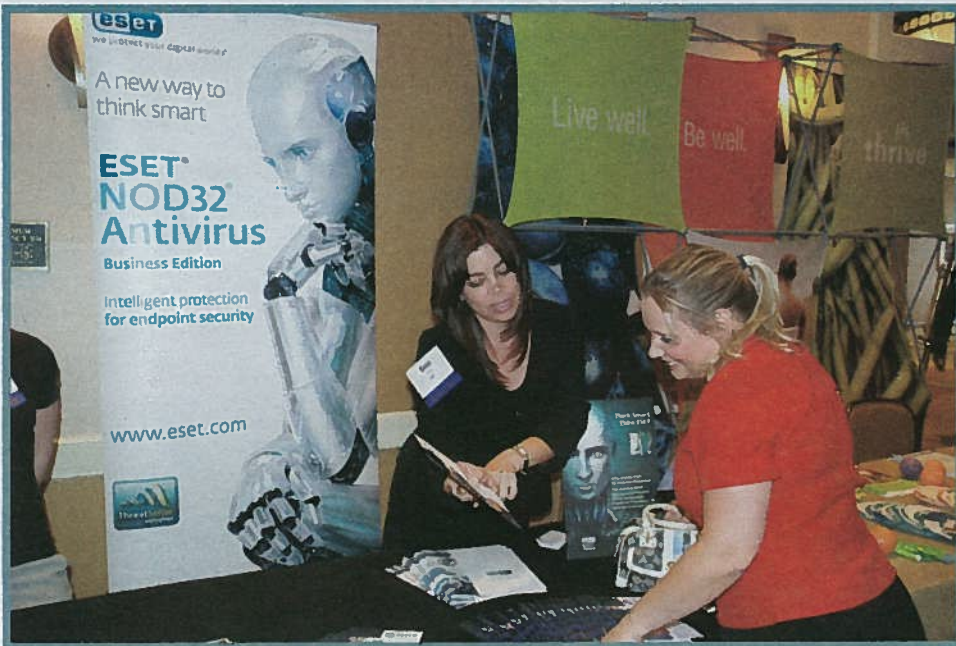
Carmen Brown, left, Chris Hutchinson, Anna Polniak and Shantell Jordan from Syzygy Technologies.



Kellyn Lupfer, left, and Erika George from Nautilus Environmental.



Sarah Peevey, left, and Kim Hardtke from Grubb & Ellis/BRE Commercial.



Cimi Diaz, left, of ESET assists Joanie Mirabella from Tops Engineering & Technology.



Mark Ginesho, left, Sean Morrissey, Callae Snively and Melinda McCants from Clarkston Consulting.



Bill Zavatchin, left, Bill Gilholm, Damian Christiansen, Joanie Mirabella, Zach Smerdzinski and Danny Necochea, all from Tops Engineering & Technology and Tops Staffing.



Cimi Diaz, left, talks with Chris Schellenberg, both from ESET.

