

Tom York >> SDBJ INSIDER

Manchester's \$33M Mansion in Escrow?



Doug Manchester, the controversial mega-hotel developer who's involved in a hotly contested divorce, is apparently close to closing the deal on the sale of

his palatial oceanfront digs in La Jolla, apparently for nearly the \$33 million he's been asking. Sources say the unknown buyer will also purchase a home next door, which will be a record-breaking deal, if and when it is completed. The record was achieved in 2007 when oilman **T. Boone Pickens** and his wife paid \$33 million for a Del Mar beachfront home, where they now visit often. At the same time, the seller unloaded a smaller home next door for \$14 million, totaling \$47 million ... **UC San Diego** is among the struggling UC campuses that might accept more out-of-state students to offset declining support from Sacramento, according to the San Francisco Chronicle. **UC Berkeley** will accept 600 more out-of-state students this fall, according to the daily newspaper ... **The Cirque du Soleil** is headed back to town. The touring production of *Kooza* is arriving Feb. 25 at the **Del Mar Fairgrounds** after finishing up shows in L.A. and O.C. You can purchase advance tickets starting Nov. 7 at cirquedusoleil.com. According to the Web site, *Kooza* "tells the story of the Innocent, a melancholy loner in search of his place in the world" ... All's fair in love and war, and in Carlsbad twice a year. More than 100,000 visitors will be arriving for the twice-yearly **Carlsbad Village Street Faire** on Nov. 1. The event features more than 900 vendors, as well as people-watching galore. It's billed as the best-attended street fair in the nation ... Meanwhile, the **La Jolla Historical Society** opens "All Roads Lead to La Jolla: A Journey Through Our Automotive Past" on Dec. 3. **Michael Mishler**, the society's archivist and curator, notes that La Jolla has just three gas stations today compared to 16 in 1959, one of the big changes as property has become so much more valuable during the past 50 years ... Birthdays anyone? **San Diego Flight Training International** at Montgomery Field celebrated its 20th anniversary Oct. 17, an event which makes it one of the oldest flight schools in the county, claims owner **Phil Thalheimer** ... **University of San Diego's** master's program in business administration is ranked among the top 25 worldwide for integrating social, environmental and ethical issues into its curriculum, according to a list prepared by The Aspen Institute. "Our high ranking ... reflects our efforts and commitment to train innovative leaders and entrepreneurs who can create and manage successful, socially responsible businesses in today's global marketplace," says Dean **David Pyke** ... Finally, Dr. **Mark Plotkin**, the renowned ethnobotanist, and **Chief Almir**, a Brazilian rainforest environmentalist and political activist — both featured prominently in "Amazon," the IMAX movie now playing at the **Reuben H. Fleet Science Center** in Balboa Park — made a personal appearance at an "Amazon" showing Oct. 23 to push their causes with a lecture and Q&A.

Contributing Editor Tom York pens the SDBJ Insider column.

Colocation Takes on New Meaning With Trade Show

TECHNOLOGY: AIS Brings Vendors And Buyers Together in Innovative Setting

By RICHARD GINCEL

Whether measured by attendance, exhibitors or location, the **American Internet Services Second Annual Technology Expo** held Oct. 15 will go down as one of the year's most innovative local trade shows.

The massive 80,000-square-foot Lightwave Data Center, owned and operated by AIS, was briefly opened to the public to accommodate a sold-out crowd that topped 1,000 people.

The preparation work that went into securing the facility for such an event,

which included armed guards and employees stationed at every turn, started three months in advance.

Planners had ambitiously allotted space for 50 exhibitors — twice the number that turned out last year — only to find the roster climbed to 62.

"We even ran out of parking," said an incredulous but delighted Chris Orlando, director of strategic channels at AIS. "We had four parking lot attendants concerned about where to direct the overflow."

The strategic thinking behind hosting the expo on-site sprang from the desire to



Photo courtesy of AIS

Visitors browse the aisles at the recent AIS technology expo.

get vendors and visitors talking with the many diverse businesses that AIS interacts with.

"We had folks who showed up that

Show page 14

Legal Victory Brings More Slots to Local Casinos

GAMING: Two Tribes to Spend Millions on New Machines

By BRAD GRAVES

A summer court decision combined with state action this month gives two San Diego County casinos the opportunity to expand their gambling businesses 25 percent.

Management at Harrah's Rincon and Valley View casinos — which are both near Valley Center in North County — say they plan to add 400 and 428 machines, respectively.

"We were always waiting for this day to come," said Bruce Howard, general manager of Valley View.

Government red tape checked the growth of both casinos, run by the Rincon Band of Luiseno Indians and the San

Pasqual Band of Mission Indians.

Both tribes have deals with the state to operate up to 2,000 slot machines. But neither was licensed to have 2,000 machines. The state said it had a limited number of licenses to issue. By the time the casinos grew to about 1,600 slot machines, the state said it was out of licenses.

Tribes from Northern and Southern California took the state to court over the issue, and prevailed. In response, the state held a license draw Oct. 5, assigning 400 more licenses to Rincon and 428 to Valley View. Sacramento set an Oct. 12 deadline for tribes to pay fees of \$1,250 per license. The state plans to announce license recipients in November.

With additional licenses, Valley View will

be able to increase the number of Las Vegas-style slot machines on its gaming floor by 428, bringing its machine count to 2,000. The venue plans to bring its casino up to full capacity by mid-November, says Howard.

Harrah's Rincon will be able to add 400 slot machines to bring its total to 2,000. Harrah's executives said they plan to make the increase "over the next year."

Larger casinos are capable of bringing in hundreds of millions of dollars of revenue a year. Before the recession, the Business Journal estimated that San Diego County's 10 American Indian casinos did



Bruce Howard

Casinos page 41

TEDMED Returns To San Diego With Exclusive Conference

HEALTH CARE: Luminaries From Silicon Valley and Hollywood Come Together to Brainstorm

By HEATHER CHAMBERS

After a seven-year hiatus, the founder of one of the technology industry's most popular, albeit exclusive, conferences has returned with a San Diego-based event focused on emerging ideas in health care and medicine.

TEDMED, a four-day meeting that flies in the face of conference tradition, kicks off Oct. 27 at the Hotel del Coronado. Tickets, priced at \$4,000 apiece, sold out months ago, organizers said.

Richard Saul Wurman, who founded the TED conferences in 1984 before the words "convergence" or "synergy" entered the corporate vernacular, sold the TED enterprise to magazine publisher Chris Anderson in 2001. But he said he kept TEDMED knowing he'd like to explore the topic of health care again.

"There are some amazing health care conferences but they're all specialized," he said. "They're always on one subject."

Thinking In Tandem

With TEDMED, Wurman said he aimed to get people in various medical disciplines thinking in tandem about new solutions. Wurman's idea was simple: to bring together some of the

Conference page 41

How can I benefit from today's complex and dynamic real estate market?

- How will key demographic, econometric and capital market trends impact my future real estate decisions?
- What are my occupancy options and how will they compare under pre-tax, after-tax and GAAP measures?
- What is the value of a property to an investor and to an owner/occupant?

providing you with creative, intelligent, fully-informed **solutions**

Financial Advisory Services

- Property Valuations
- Project Debt & Equity Placement
- Lease vs. Own Analysis
- Sale/Leaseback Alternatives
- Comparative Lease Analysis
- Lease Restructure Strategies
- Sublease/Lease Buy-Out Offers
- Financial Statement Review



Bill Ballard
858.546.5450
wballard@breb.com
CA Lic. 01284784



Scot Eisendrath
858.546.5451
seisendrath@breb.com
CA Lic. 01183622



Jay Boyle
858.546.5474
jboyle@breb.com
CA Lic. 01788243

Sales & Leasing | Tenant Advisory Services | Investment Sales
Debt Placement | Financial Advisory Services
Financial Services Asset Management | Project Management
Independently Owned and Operated



GRUBB & ELLIS
BRE Commercial