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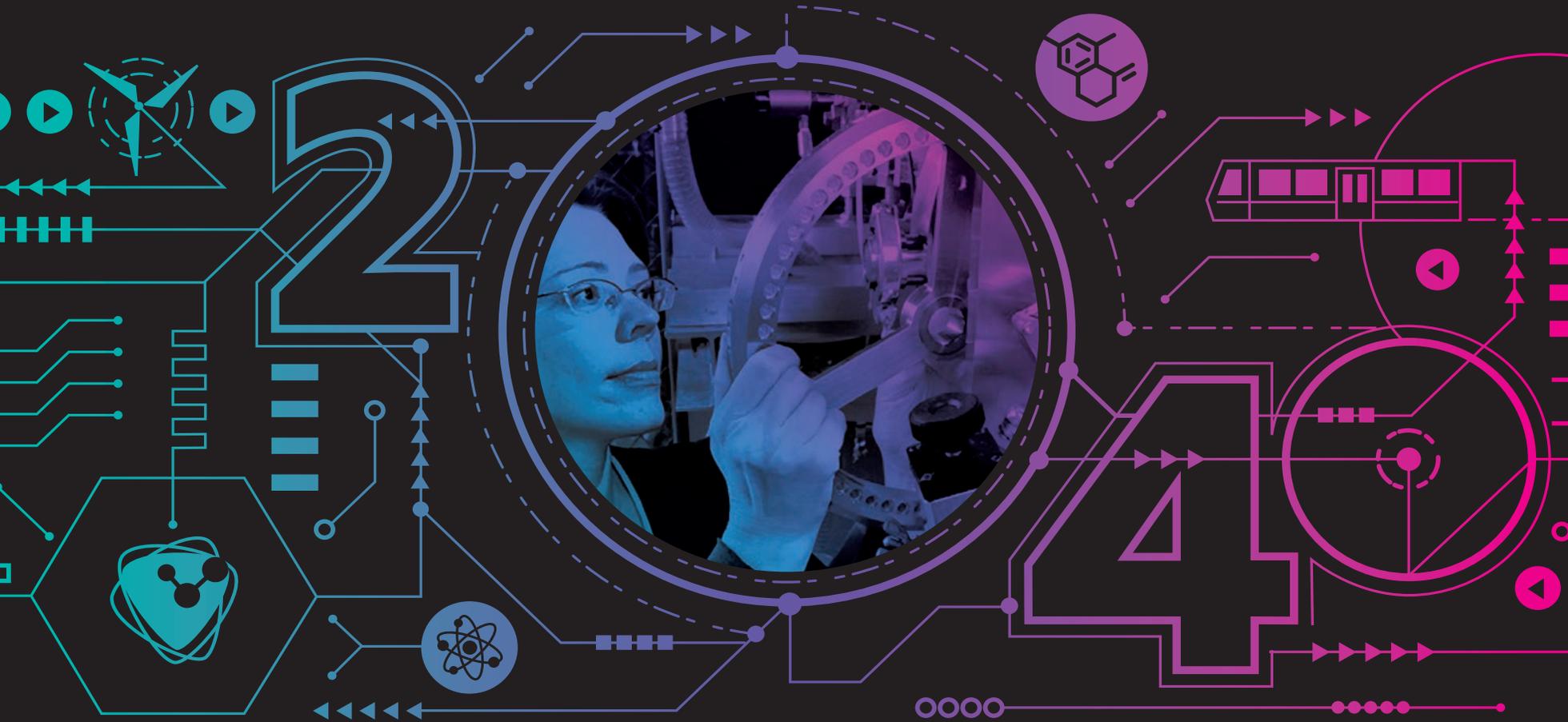
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A MESSAGE FROM THE CEO OF INNOVATION TRI-VALLEY

Rewriting the regional economic playbook



Lynn Naylor
CEO, Innovation
Tri-Valley

Yes. The Tri-Valley is now the fastest growing region in the Bay Area. Positioned at the geographic center of the Northern California Megaregion, the Tri-Valley is continuing its ascendance as a nationally significant innovation economy.

"With progress at the heart of our innovative spirit, the Tri-Valley is attracting businesses not at all interested in leaving California, yet incredibly interested in locating in a thriving region that also offers an excellent quality of life," says Lynn Naylor, CEO of Innovation Tri-Valley Leadership Group (ITV).

If there is one certainty over the next 20 years it is change. The Tri-Valley is proactively planning for that change, not allowing it to occur without strategies in place. Innovation Tri-Valley Leadership Group recently published a Tri-Valley 2040 Vision Plan, crafted from ideas generated by 1,000 regional stakeholders.

Inspired by transformational ideas in the Tri-Valley 2040 Vision Plan, this publication offers a look at how regions that are focused on problem solving can build their own sustainability and ensure their own prosperity.

"The Tri-Valley is re-writing the economic development playbook for California by attracting companies big and small, and generating new investments in infrastructure, education, health-care and culture," says Innovation Tri-Valley Board Chair Rick Shumway. "This is an exceptionally forward-thinking region. Leaders in every sector here genuinely believe we are stronger together, and that collaborative core value is key to delivering more opportunity for everyone in the region."

Known for its highly educated talent pool and an enviable work-life balance, a growing number of companies are choosing the Tri-Valley as their home base. A region driven by world class talent, critical connectivity, and vibrant placemaking, the Tri-Valley is now building on its success with a bold new vision for the future.

**TRI-VALLEY ADVANTAGES**

A factual short list of why the region is especially attractive for top talent, right here, right now:

Culture of Innovation

Sparked by thought leaders at two national laboratories.

Highly Educated Workforce

26% have a master's degree or higher level of education.

Lower Costs

Quality office space 50% less expensive than San Francisco and Silicon Valley.

Location

580 and 680 juncture gives easy access to San Francisco, Silicon Valley, Sacramento and the Central Valley.

Talent

Access to highly educated, productive talent pools here and nearby.



Vision 2040: A blueprint for

2040 PRIORITIES

The five key priorities of the 2040 Vision presented below are purposefully open-ended, as they are not meant to be a roadmap with specific directions, but rather a destination that is accessible via a number of different routes.

1

1 GLOBALLY RECOGNIZED INNOVATION

The Tri-Valley is home to two national labs, more than 450 technology companies, and some of the top technical talent in California. Tri-Valley leaders recognize these assets and seek to build on them to make the region one of the leading places not just in California, but across the globe, to create new ideas, start businesses, fund them, and build them to scale.

2

2 EQUITY AND INCLUSION FOCUSED

While the region has been one of the most economically successful geographies in the U.S. -- particularly over the last decade -- Tri-Valley leaders are explicit about the need to produce more equitable opportunities and outcomes for all of the region's residents and workers.

3

3 CONNECTIONS AND COLLABORATION

Partnerships that mix the public and private sector, such as the Innovation Tri-Valley Leadership Group itself, have the effect of breaking down silos and allow for the creation of solutions at scale. While other locales have this sense of shared ownership, the Tri-Valley has been able to achieve collaboration at a regional scale.

4

4 BALANCED AND DIVERSE LIFESTYLE

In addition to making a high quality of life accessible to all, the future of the Tri-Valley relies on maintaining a delicate balance of vibrancy and suburban character that has not been achieved elsewhere in the Bay Area. Downtowns will be filled with music, art, food, and festivals attracting families of all backgrounds. And the region will continue its commitment to hiking trails, wineries, and open spaces.

5

5 EPICENTER OF SOLUTIONS

The region has not waited for the nation, state, or metropolitan areas to dictate its future; it has instead produced its own ideas and succeeded in implementing them. At its very core, this vision is the next step in continuing that trend.

The Tri-Valley stands at the epicenter of Northern California. Geographically and metaphorically, it is a vital hub, pulsing with entrepreneurial energy, science, innovation and collaboration. It is home to some of the fastest growing companies in the world and a burgeoning local economy.

In the space of a couple of decades the Tri-Valley has transformed its reputation. No longer seen as a San Francisco or Silicon Valley suburb, the Tri-Valley is increasingly recognized for its vibrant startup scene and enviable work-life balance. The Tri-Valley is the Bay Area's fastest growing region.

Central to this journey are organizations like Innovation Tri-Valley Leadership Group (ITV). Founded on the power of regionalism and the assets within the local area, the ITV founders brought together business leaders, educators and civic leaders to supersede the municipal



The 2040 Vision Plan proves that the Tri-Valley can become the place that re-writes the economic development playbook for California - attracting companies big and small, generating new investments in infrastructure, education, and culture, and addressing future housing production in a way that mixes in new housing types and walkable communities and provides an affordable option for all families.

Jeff Bellisario, Executive Director
Bay Area Council Economic Institute



Tri-Valley business leaders speak to the power of collaboration and the ability to work closely with the public sector on game changing projects. The presence of two national research labs has created a culture of curiosity and a desire to work together as a region. These are features that are unique and key to the fabric of a region that has established itself as a juggernaut.

Dale Kaye, Founder, Innovation
Tri-Valley Leadership Group

Tri-Valley's future

and county boundaries of the Tri-Valley to amplify it as a region primed for collaborative growth.

ITV has ambitious plans to ensure the Tri-Valley's next 20 years are as prosperous as the preceding two decades.

The 2040 Vision, a detailed blueprint with input from over 1,000 stakeholders produced with the Bay Area Council Economic Institute, outlines how the Tri-Valley can build the infrastructure to ensure its global reputation for innovation, outstanding quality of life for all residents and businesses for the next 20 years and beyond.

At the heart of the 2040 Vision lie 24 bold ideas that will ensure the Tri-Valley continues its recent growth while deepening its commitment to equity and inclusion. Combining ambitious goals with specific recommendations for action, the Vision will serve as a foundation for the region's over the next 20 years.



The Tri-Valley offers a "Goldilocks like" almost perfect work – life balance. In the past, the Tri-Valley was known for its wineries, parks and trails. Today the Tri-Valley has emerged as a region known for ground-breaking scientific discoveries, start-ups, and a thriving innovation economy. The Tri-Valley, with its empathetic, collaborative lifestyle is the place to be.

Rich Rankin, Director, Innovation and Partnership Office, Lawrence Livermore National Laboratory



The vibrant Tri-Valley innovation hub with Vision 2040 is truly ideal for launching our regional Quest Science Center startup given the uniquely collaborative network here. This dovetails with our vision that young people have the skills to thrive in today's technological world, and everyone has access to lifelong engagement with the science and technology in our lives.

Monya Lane, CEO, QUEST Science Center

FIVE MAJOR THEMES

Progress is at the heart of the Tri-Valley's innovative spirit and drives every recommendation in the 2040 Vision Plan. There are synergies across topic areas yet the vision comes to life through five major themes.

World Class Talent

Looking ahead to 2040, today's 22-year-olds will be the median worker — half of the workforce will be younger than them. For the Tri-Valley to remain on the leading edge, it will need education systems that can compete on a global scale. Therefore, a robust ability to produce, attract, and retain talent is the first major piece of the 2040 Vision.

Critical Connections

Ensuring that the Tri-Valley maintains and builds upon its connections to the broader Bay Area and the Northern San Joaquin Valley is vital to its success in 2040. As such, the Valley Link rail project, which as planned would connect the Dublin/Pleasanton BART station with a direct rail line to Stockton, is an enormously critical piece of connectivity that will transform the region by 2040. With that project moving through planning phases, this vision looks toward what is next, to build upon Valley Link rail and to provide other mobility options that will create transportation sustainability in the Tri-Valley.

Vibrant Placemaking

The physical footprint of the Tri-Valley — its housing stock, downtown areas, commercial districts, recreational areas, schools, and community spaces — gives the region its unmatched character. Building upon that vibrancy, and ensuring that everyone can access it, is important to making the Tri-Valley an in-demand destination now and out to 2040.

Opportunity For All

The 2040 future of the Tri-Valley will be marked by social mobility. While innovation is a key pillar of this vision, not everyone will work for a tech company, or have an advanced degree, or become an entrepreneur. Developing accessible job categories that can provide a family-sustaining wage and upward career trajectory will be critical in ensuring a future for all families in the Tri-Valley.

Green Economy

"Future sustainability" was a term brought up often during the vision process, as it can refer to environmental sustainability and the region's own ability to sustain itself as an economic hub. Those two concepts are combined in the plan as the green economy, with recommendations that will make the Tri-Valley a model for environmental stewardship and create new employment opportunities.

Investment in innovation yields thriving companies

Tri-Valley Ventures fund keeps adding to its roster of successes

Innovation lies at the heart of business in the Tri-Valley. Transformative ideas and products have long streamed out of the region. And investment and funding are flowing into the Bay Area's fastest growing region galvanizing startups and entrepreneurs building companies with the potential to change society.

"It was a natural extension for our company to set up here because of this whole ecosystem of talent."

**Neil Ray, CEO,
Raydiant**

Recent years have seen several headline IPOs for Tri-Valley companies. Cloud-storage company Snowflake's 2020 IPO raised \$3.4 billion and Pleasanton-based biotech company 10x Genomics raised \$297 million in a 2019 IPO.

Pleasanton-based Tri-Valley Ventures, launched in 2017, has a simple strategy: investing in innovative companies from the Tri-Valley. To date this policy has proved prudent.

"Our fund is flourishing. The Tri-Valley is flourishing, companies here are flourishing . . . really the sky's the limit for the portfolio," said Jonathan Ting, TVV vice president.

The first IPO from the TVV portfolio was Dublin-based AEye, in a SPAC deal valued at \$1.52 billion. In April 2021, private equity firm The Carlyle Group, acquired Pleasanton life sciences developer Unchained Labs, for \$435 million.

The Tri-Valley's human capital, its knowledge base and talent pool, are big factors in TVV's investment strategy. The established expertise and burgeoning entrepreneurial ecosystem in the region have yielded some pretty impressive results thus far, and are gaining increasing attention from inventors.

TVV is launching a second fund with the success of the first attracting investors from outside of California, Ting said.

"We really think that validates our thesis on the region," he said. "The people here are what make it great. And there are wonderful opportunities here to invest in them."

Movano

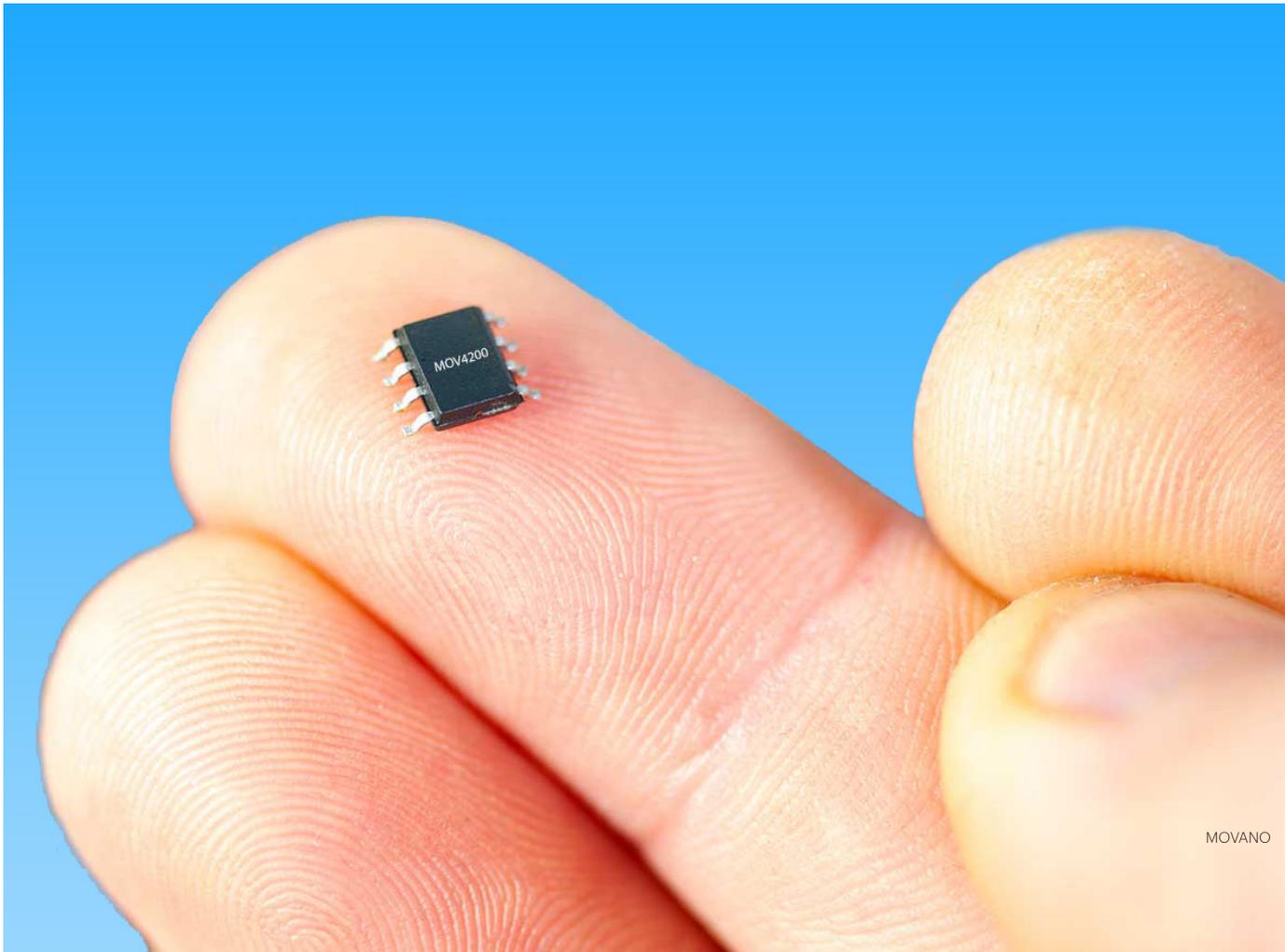
Pleasanton-based Movano's IPO in March 2021 valued the company at \$171 million. Movano is developing wearable devices that measure glucose, blood pressure and heart rate. The insight these measurements provide give vital signposts toward healthier lifestyles and can help protect against chronic conditions such as diabetes and hypertension.

While even basic cell phones can track step counts these days, glucose monitoring remains a holy grail within the wearable sector. If Movano can bring a non-invasive glucose monitoring wearable to market it could be game-changing.

While existing monitors require small needles to be

continued on page 8

Movano is developing a non-invasive sensor powered by radio frequency that is small enough to fit inside a watch or small wearable device.





SEEKING

RETAIL, RESTAURANT, & ENTERTAINMENT TENANTS

Nestled in the heart of wine country, Republic Square at Livermore is a 63,735-square-foot strip shopping center on a 7.61-acre site. The center includes full-service and quick-service restaurant buildings, retail spaces, and two Republic-owned hotels, the Residence Inn by Marriot and Homewood Suites by Hilton.

PROJECT HIGHLIGHTS

Convenient freeway accessibility to I-580

The project is adjacent to the 745,000 SF San Francisco Premium Outlets. The Outlets have 176 stores which include Saks off Fifth Avenue (off 5th), Last Call by Neiman Marcus, and Bloomingdales (The Outlet). Annually, the Outlets receive about 9-10 million visitors and have an estimated gross sale of \$700M.

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inserted into the body or adhesive strips with sensors, Movano is developing a non-invasive monitor powered by radio frequency that is small enough to fit inside a watch or small wearable device. “We’re really working on scaling down the chips that are making the measurements, into a size that lends itself to a variety of wearable form factors,” said CEO John Mastrototaro.

Although Movano is not providing guidance on when a product launch can be expected, Mastrototaro said the company has the resources and technological advancements to make this “very close.” The funds from the IPO will be used to expand Movano’s technological capabilities and technical staff, Mastrototaro said.

Company headcount has already grown 50% in 2021. “We are growing our team actively right now, with engineers and folks that are helping with the technology development,” Mastrototaro said.

Mastrototaro joined Movano a week after the IPO and has a long history in the medical device industry. He spent a decade as a vice-president with Medtronic, much of it spent working with researchers from Lawrence Livermore National Laboratory developing blood glucose monitoring technology.

“It’s very interesting to be in this location,” Mastrototaro said.

Mastrototaro believes that the Tri-Valley’s history of innovation can help Movano grow. “It’s got advantages in terms of cost of living over some of

the other places nearby,” he said. “It has access to highly skilled, technical people ... it’s really a hub with resources that we can draw upon. It’s a great place for us to operate.”

One of Movano’s earliest investors was Tri-Valley Ventures.

Raydiant

TVV was one of the earliest investors in Raydiant Oximetry, participating in its \$7.5 million Series A funding round. The San Ramon-based company is developing a product that could help keep mothers and babies safe during labor and prevent millions of unnecessary surgeries.

“The problem we’re addressing is the technology that’s used to monitor babies during childbirth,” said Raydiant CEO Neil Ray.

Ray was a pediatric anesthesiologist for 20 years. In that time he witnessed numerous traumatic births and believes current monitoring devices diagnose fetal distress with coin-toss accuracy. The US has the worst rate of maternal death among developed countries. Each year 1.2 million cesarean sections are performed nationally, many of them needlessly, Ray said.

“We’re developing a new type of technology that can better monitor babies. And this is where the Tri-Valley really comes into play,” Ray said.

At the heart of Raydiant’s core product is a technology called pulse oximetry that monitors the color of blood to quantify how much oxygen it contains. This metric is a much more reliable indicator than existing technology provides and could drastically reduce the number of needless c-sections, Ray said.

One of the pioneers of pulse oximetry was a Tri-Valley



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“(Tri-Valley)... has access to highly skilled, technical people ... it's really a hub with resources that we can draw upon. It's a great place for us to operate.”

John Mastrototaro, CEO, Movano
(Movano is developing a non-invasive glucose-monitoring wearable)

company, Nellcor, formerly based in Pleasanton. Ten Raydiant employees and board members were formerly employed by Nellcor. The Nellcor patent library is now owned by Medtronic, but the expertise of its former staff is helping new companies and products grow.

“Imagine all that talent, all that expertise,” Ray said. “It was a natural extension for our company to set up here because of this whole ecosystem of talent from that legacy.”

Raydiant received a coveted ‘Breakthrough’ device designation from the FDA and is approximately halfway through a 7 or 8-year development window, Ray said. The company has received grants from the NIH and NSF and funding from AngelMD, MD Angels, Band of Angels, the Mass Medical Angels, Rhia Ventures and Avestria Ventures.

Results from a 60-person live trial will be used as the basis for Raydiant’s next round of funding, Ray said. The company will use future funding to build out its engineering talent and expand clinical trials. The results could be life changing for expectant mothers and babies.

“We’re one of the first companies in women’s healthcare to get this special designation [from the FDA],” Ray said. “We believe we could impact 30 million mothers and babies.”



“This is a whole different ball game for the industry.”

Thar Casey, CEO and co-founder, Amber Solutions
(Amber’s technology enables DC extraction from AC power supply)

Amber Solutions

Dublin-based Amber Solutions closed an \$8.5 million Series B funding round in January 2021, and is developing technology that could change how the world powers homes and businesses.

“We have a unique way to digitally control electricity,” said Amber CEO and co-founder, Thar Casey. “This is a whole different ball game for the industry.” Amber’s technology enables DC extraction from AC power supply and could change how electricity is controlled in domestic and commercial settings.

Traditional electricity controls are tangible — think switches and fuses. Amber is developing ‘solid state’ alternatives that place the power to digitally control electricity in chipboards that are miniscule in comparison to the 1950s-designed hardware that remains standard today.

Amber recently announced a partnership with global semiconductor company Infineon Technologies, to collaborate on the commercialization of Amber’s digital power control technology. The company hopes to launch their first product in 2023.

The Series B took Amber’s total financing close to \$18 million, Casey said, providing the company with a solid runway to be used for silicon chip development and expanding headcount.

“We’re going to bring the latest and greatest technology to the endpoint of every building out there on the planet,” Casey said.

Notable Tri-Valley IPOs

ACUMEN PHARMACEUTICALS

What they do: Pharmaceutical company targeting Alzheimer’s disease

Location: Livermore

Founder/CEO: Grant A. Krafft, PhD, founder and chairman

Date of IPO: June 2021

Deal amount: \$160 million IPO

Current market cap: \$586 million

SNOWFLAKE

What they do: Cloud-based data-warehousing

Location: San Mateo/Dublin

Founder/CEO: Frank Sliotman

Date of IPO: September 2020

Deal amount: \$3.4 billion IPO

Current market cap: \$86.3 billion

TRINET

What they do: Provides HR software to small and medium-sized businesses

Location: Dublin

Founder/CEO: Burton Goldfield, President & CEO

Date of IPO: March 2014

Deal amount: \$240 million IPO

Current market cap: \$5.9 billion

VEEVA SYSTEMS (public benefit corporation)

What they do: Cloud-based business solutions for the global life sciences industry

Location: Pleasanton

Founder/CEO: Peter Glassner, CEO

Date of IPO: October 2013

Deal amount: \$260.9 million IPO

Current market cap: \$49.2 billion

WANDISCO

What they do: Live data cloud services to help firms maximize their usage of the internet

Location: San Ramon

Founder/CEO: David Richards, Chairman,

President, CEO & Co-Founder, and Dr. Yeturu

Aahlad, Chief Scientist, Inventor & Co-Founder

Date of IPO: June 2012

Deal amount: \$29 million

Current market cap: \$204.6 million

WORKDAY

What they do: HR and financial management SaaS solutions

Location: Pleasanton

Founder/CEO: Aneel Bhusri, Co-Founder & CEO

Date of IPO: October 2012

Deal amount: \$637 million IPO

Current market cap: \$58.4 billion

10X GENOMICS

What they do: Biotech firm specializing in single cell analysis

Location: Pleasanton

Founder/CEO: Ben Hindson, Co-Founder, CSO and President

Date of IPO: September 2019

Deal amount: \$390 million IPO

Current market cap: \$17.7 billion



SFBT / CRAIG LEE

Rallying to meet an unprecedented challenge

For Stanford Health Care - ValleyCare, the past 18 months have provided lessons that span the medical profession

Above: Rick Shumway, President and CEO, Stanford Health Care - ValleyCare leads the hospital in meeting the challenges of Covid-19.

The Covid-19 pandemic has tested Stanford Health Care - ValleyCare like nothing before. The Pleasanton hospital had to pivot almost overnight to increase capacity, implement new safety procedures and prepare to treat a virus that the world was still struggling to understand.

From this unprecedented challenge a spirit of internal and external collaboration has changed how the hospital, and wider healthcare community, understands its ability to treat patients, protect the most vulnerable members of society and react to rapidly changing circumstances.

"The only way to describe this is it was one of the most dynamic times in healthcare delivery, and the history of health care," said Stanford Health Care - ValleyCare President and CEO Rick Shumway of the challenges posed by Covid-19.

Shumway was in a meeting with colleagues when the Bay Area shelter-in-place orders were announced on March 13, 2020. A few days later the hospital received its first patient with Covid-like symptoms.

The hospital quickly responded to meet what was an unknown, novel, threat. Within weeks they had found a way to treat 70% more patients than normal. Virtual con-

sultations leapt from 5% to 70%. The speed of change was extreme but critical. Regulations and guidance were changing rapidly.

"Every day, every week, there was a new guideline, a new recommendation, from some agency somewhere," Shumway said.

As the number of suspected Covid patients increased and knowledge about the virus and its transmission grew, it was clear that the hospital did not have enough specialty isolation rooms. Normally, Stanford Health Care - ValleyCare had up to eight units specially designed to contain airborne diseases. In the pandemic setting this was not enough. By the end of March the hospital had 60 isolation rooms.

"Had you asked me if we could do that prior to the pandemic, I would have bet my job that we couldn't have, it's just such a heavy, heavy lift," Shumway said. "It was unbelievable to see how quickly everyone came together, put in the infrastructure, and kept seeing patients."

As global supply chains tightened, Stanford's logistics team met the challenge to source supplies. "When I say they scoured the globe, I'm not exaggerating," Shumway

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Sebastopol Tracy **Emeryville** San Pablo San Anselmo

Cloverdale Benicia **Napa** Martinez Moraga Petaluma Vacaville

San Lorenzo Pittsburg Piedmont Concord Pinole **Hayward**

Alameda Berkeley Vallejo Albany Larkspur Manteca

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Richmond San Rafael **Oakland** Santa Rosa Dixon

San Leandro Novato Oakley Suisun City Cotati

Walnut Creek Healdsburg Rio Vista Windsor Lathrop

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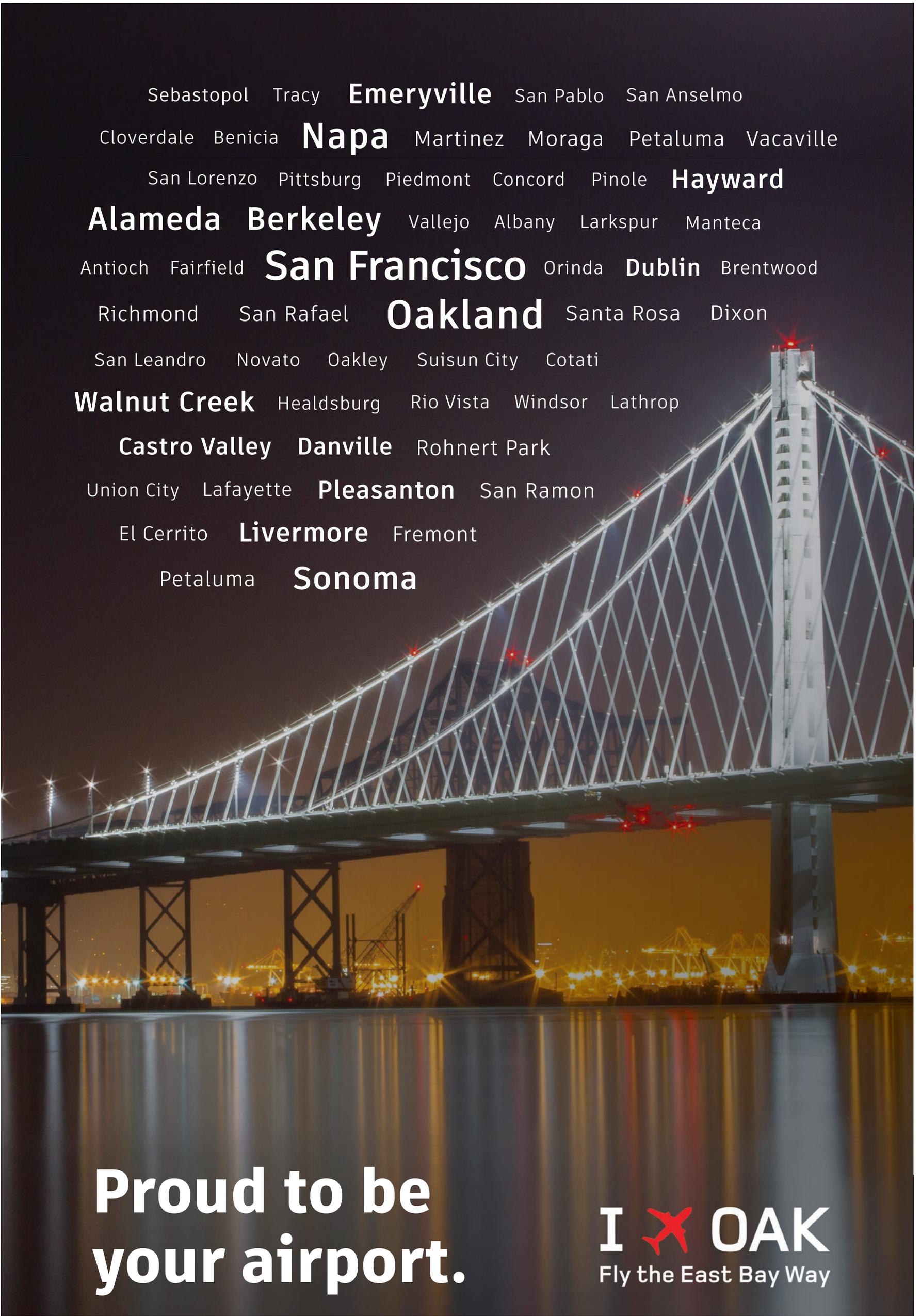
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said. The supply chain team was working “literally 24 hours a day, seven days a week,” to secure the medical equipment and supplies needed to tackle the pandemic.

Collaboration has been a central part of Stanford Health Care – ValleyCare’s Covid-19 response, both within the wider Stanford Health Care group and outside organizations.

“The internal collaboration was nothing short of unbelievable,” Shumway said. “For a community like ours to have access to the broader Stanford resources made literally life-changing differences in the way that we did things.”

Stanford Health Care – ValleyCare collaborated with Lucile Packard Children’s Hospital – Stanford Children’s Health in Palo Alto to provide vaccinations to the members of the community ages 12 and up regardless of ability to pay. The Stanford facilities were in constant communication and helped each other with capacity management and resource allocation.

The Tri-Valley’s collaborative culture is one of the things Shumway, originally from Salt Lake City, likes most about the region. “People want the place to be good, and they want the place to advance, and they want the place to progress, and come together to make that happen,” he said.

External collaboration was another fundamental piece of the Stanford Health Care – ValleyCare response. Early in the pandemic hospital leaders met with representatives from the National Labs in Livermore to discuss collaborative testing efforts and the rapid manufacturing of PPE.

“They were not only receptive, but exceptionally interested in helping us,” said Shumway. “Those conversations launched into a number of things that the Labs

themselves did, in response to the pandemic.”

East Bay hospitals, often with different ownership structures, boards and insurance partners, collaborated unprecedentedly during the pandemic. They spoke multiple times a week to share advice and experience on visitor protocols, surge capacity, transfer procedures and where beds could be found. “We rallied together and came together as a group, to make sure that our region was well taken care of,” Shumway said.

Similarly, hospitals’ relationships with local and regional government agencies were strengthened during the pandemic. Cities, counties, supervisors and healthcare agencies across the region shared information and communicated in ways that would have seemed outlandish before.

In the Tri-Valley this has been noticeable in the re-

“Every day, every week, there was a new guideline, a new recommendation, from some agency somewhere.”

Rick Shumway

President and CEO, Stanford Health Care – ValleyCare

sponse from municipalities on testing and vaccination efforts, Shumway said, with Alameda County Fairgrounds being used to service the local population.

The Covid-19 virus has spread indiscriminately but the pandemic has impacted some people more than others. Vulnerable and under-resourced communities have experienced its ravages most acutely.

“It’s not just about geography, it’s about access to care, it’s about social determinants of health, it’s about health equity,” Shumway said. “Unfortunately, in our

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Valor Crossing, Dublin



Wicklow Square, Dublin



Vandenburg Villa, Livermore



Shanita, single working mother of two daughters, Autumn, aged 7, and Ariel, aged 3.

Valor Crossing, Dublin



“I will never forget the day; it was on my daughter’s 3rd birthday when I found out that I had been selected! I had watched Valor Crossing being built from the shell, checking every day to see the construction progress.

- Shanita





STANFORD HEALTH CARE - VALLEY CARE

Since 1961, Stanford Health Care – ValleyCare has provided medical services to the Tri-Valley and surrounding communities.

communities, we certainly have groups that experienced that at a much higher rate than others.”

Much of Stanford Health Care – ValleyCare’s Covid-19 response has been geared toward helping the most vulnerable. Through a partnership with the cities of Livermore, Pleasanton and Dublin, Alameda County and the Alameda County Fairgrounds they were able to provide accessible testing and vaccines across the region regardless of ability to pay or provider affiliation. Additionally, Stanford Health Care – ValleyCare worked closely within the Stanford Health Care network, which was responsible for standing up vaccination sites like ones in East San Jose and East Palo Alto, and also partnered with primary care physician groups to provide direct access to vaccines for homebound or mobility challenged community members and to reach disadvantaged communities.

Stanford Health Care is one of the largest teaching

hospitals in the region, and residents and fellows played an important role in the health system’s response to the Covid-19 pandemic. Residents and fellows are on rotation at Stanford Health Care – ValleyCare to support the vital work being done here and have been a critical part of SHC – VC’s pandemic response efforts. “They were a critical part of what we do,” Shumway said.

Medical trainees often graduate to roles in new regions. The lessons learned tackling the coronavirus in the Tri-Valley will go on to help new communities and hospitals across the nation.

As thoughts turn to recovery, Shumway hopes the spirit of collaboration that has been established over the last 18 months will remain.

“Relationships are stronger externally, and they’re also stronger internally,” he said. “I think that’s something that I’m very proud of, because it has been an exceptionally trying experience.”

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JULIE RUSSELL/LLNL

Taking aim at Covid-19 with computing's big guns

LLNL scientists are fast-forwarding development of new medicines

Above: Supercomputing at Lawrence Livermore National Laboratories. LLNL has joined with partners in science, industry, and academia in a consortium aimed at drastically reducing the time needed to develop new medicines. Members include Stacie Calad-Thomson from GlaxoSmithKline, Jim Brase and Jason Paragas from LLNL, and John Baldoni from GSK.

When Covid-19 became a global pandemic, researchers at the Lawrence Livermore National Labs (LLNL) swung into action.

They knew their work, some of it decades in the making, was primed for an event of this magnitude. All-hands meetings identified areas of common expertise that could be used to tackle various aspects of the pandemic, from public health responses and logistical planning, to the production of medical equipment and therapies.

Almost overnight, new collaborations were formed inside and outside the LLNL to build teams that would fight the threat on numerous fronts. Technology, knowledge and expertise has flowed from the Lab to researchers, businesses and health care organizations fighting the virus.

"The ability of the Labs to get tools and capabilities into the hands of these groups is a powerful amplifier of innovation around these areas," said Jim Brase, LLNL Deputy Associate Director of Data Science.

The Labs' supercomputers have been opened up to explore new antibody therapeutics, model vaccination and immuni-

ty models, and create mechanisms that could fight not just Covid-19 but future pandemic threats.

This computing capacity has been likened to having 10,000 MacBooks working together on a single problem. "We can take a process, which has generally taken several years, and do that in one day," Brase said.

The Labs' work is vast. Encompassing aeronautical design, advanced computing, physics, chemistry and biology. For years, Lab researchers have explored ways to accelerate cancer therapeutics, for example. And also research the potential for viral diseases that pose substantial risks to human health.

"At LLNL, we're not on the front line of developing the medicines, we're more like one step back, developing the technology and the tools for doing this fast. But it's all connected," Brase said.

The hardware at the Lab, of which many aspects remain in advance of even the biggest private sector organizations, was made available for Covid projects. Partners across the Department of Energy and NASA, and private corporations including Amazon, Google, HP and IBM, used this



"We've been working on technologies that we think could really change the paradigm in how drugs are designed and developed."

Felice Lightstone
Senior Scientist,
LLNL

shared computational capacity. To date more than 100 projects have benefited from these resources.

Since the early 2000s, Lab computers have been used to explore rapid genomic analysis of viruses and other medical conditions. LLNL has been working with partners including the National Cancer Institute, the University of California and GlaxoSmithKlein, on a program, Accelerating Therapeutics for Opportunities in Medicine (ATOM), to accelerate cancer therapeutic development.

The goal, Brase said, is “to try to move the development of new drugs from years down to months, or even weeks.” Covid-19 has tested the need for speed to the limit.

Drug development teams quickly pivoted their work toward Covid-19 at the onset of the pandemic. Decades of drug development expertise has been deployed to fight the virus.

“In biosecurity, one of the things we worry about is infectious disease being a threat to our nation,” said Felice Lightstone, Senior Scientist at LLNL. “We’ve been working on technologies that we think could really change the paradigm in how drugs are designed and developed.”

Lightstone’s team uses high-powered computing to advance and prioritize lead compounds or candidates that could be brought forward to what the FDA calls Investigative New Drug entities.

“We really were able to put our investment in these technologies to the test and try to come up with new small molecule leads or repurposing existing drugs and also tried to create new therapeutic antibodies to fight the pandemic and target the SARS-CoV-2 virus,” Lightstone said.

The goal is “to try to move the development of new drugs from years down to months, or even weeks.”

Jim Brase, Deputy Associate Director of Data Science, LLNL

Using supercomputers to screen small molecules with known pharmaceutical qualities against the virus, Lightstone’s team has started a process that could ultimately lead to an antiviral drug that kills a virus or prevents its growth. The results of the 1.6 billion screens the team has conducted are available, open source, for anyone to use.

The Labs’ pandemic response has included staff from computing, engineering, physical life sciences, chemistry, biology, and physics. Among many examples of quick thinking and collaboration, technical staff and managers worked to build ventilators from Lab materials for hospitals that were struggling to source them independently.

Lightstone hopes that work from the Labs will supply tools that medical workers can use to fight this pandemic and future viral threats.

“The idea is that when we have technologies such as high performance computing, or machine learning and AI, that we can get new medicines to the clinician as soon as possible,” Lightstone said. “The whole point of having an anti-infective is that it really adds to the arsenal of what clinicians can use when they’re in these emergency situations.”



JULIE RUSSELL/LLNL

LLNL researchers Monte LaBute (left) and Felice Lightstone (right) were part of a Lab team that recently published an article in PLOS ONE on the use of supercomputers to link proteins to drug side effects.



RON ESSEX PHOTOGRAPHY 2021

Longevity seems assured after winery's quick pivot

Winemaker Phil Long had to adapt fast to Covid-19. Then came bigger changes.

Longevity Wines founder Phil Long is president of the African American Association of Vintners (AAAV). Longevity wines are stocked in more than 3,000 stores nationwide.

Phil Long was days away from the first national launch of his wine when Covid-19 shut down the economy. In a week he went from promoting his wine in Texas and Florida to shuttering his Livermore winery, unsure when he would be able to resume production.

"It was just such an unknown," said Long, Longevity CEO and co-founder.

The impact on sales was dramatic. Out-of-state orders dried up almost overnight. But local sales surged, at least initially, as wine, like toilet paper, became an essential item that people rushed to stock up on. Longevity started virtual tasting events and revamped their online stores.

After that though, things began to plateau. Longevity underwent "a vast learning curve," as sales meetings became virtual. But after the intricacies of Zoom were navigated, things began to pick up again. "Once we realized it was a tool that could more or less emulate what we could do on the road it became a lot easier," Long explained.

In January 2020, Long became president of the African American Association of Vintners (AAAV). After the murder of George Floyd in May and the global protests against systemic racism and police brutality that followed, interest in Black-owned businesses surged.

In the first two weeks of June, Longevity sold more wine online than it did in the whole of 2019. Long was interviewed by numerous media outlets about issues of equity and inclusion in the wine industry.

AAAV saw a 500% increase in membership last

year, Long said. And is working with partners including Wine Enthusiast, JCB and Artesa to expand the scope of the organization.

The wine industry has had historic issues with equity and inclusion in its ownership and labor structures. It is too early to tell for sure, but the events of 2020 may have shifted attitudes around these issues. Retailers including Target and Sam's Club have pledged to stock more minority owned wine brands. "It's just skyrocketed awareness of minorities and people of color in the industry," Long said.

After the uncertainty of the last 18 months business in the food and beverage sector is stabilizing. Longevity wines are stocked in more than 3,000 stores nationally now. "We're distributed in pretty much every state now," said Long. You can buy Longevity wine in Puerto Rico and the UK.

And after closing its doors for so long, the tasting rooms at the Livermore winery are open to visitors once more. "Things are going very, very well," Long said.

The unique climate in the Livermore Valley makes it a premier wine growing location. In normal years it attracted 400,000 tourists — not on the scale of Napa's 4 million, but the local wine sector is growing. Long is confident that the region will attract more tourists and customers as awareness of its wines and wineries grows.

"The Tri-Valley is a great location. We're within shouting distance of San Jose, San Francisco, we have that proximity. From a business standpoint, I think that's great."

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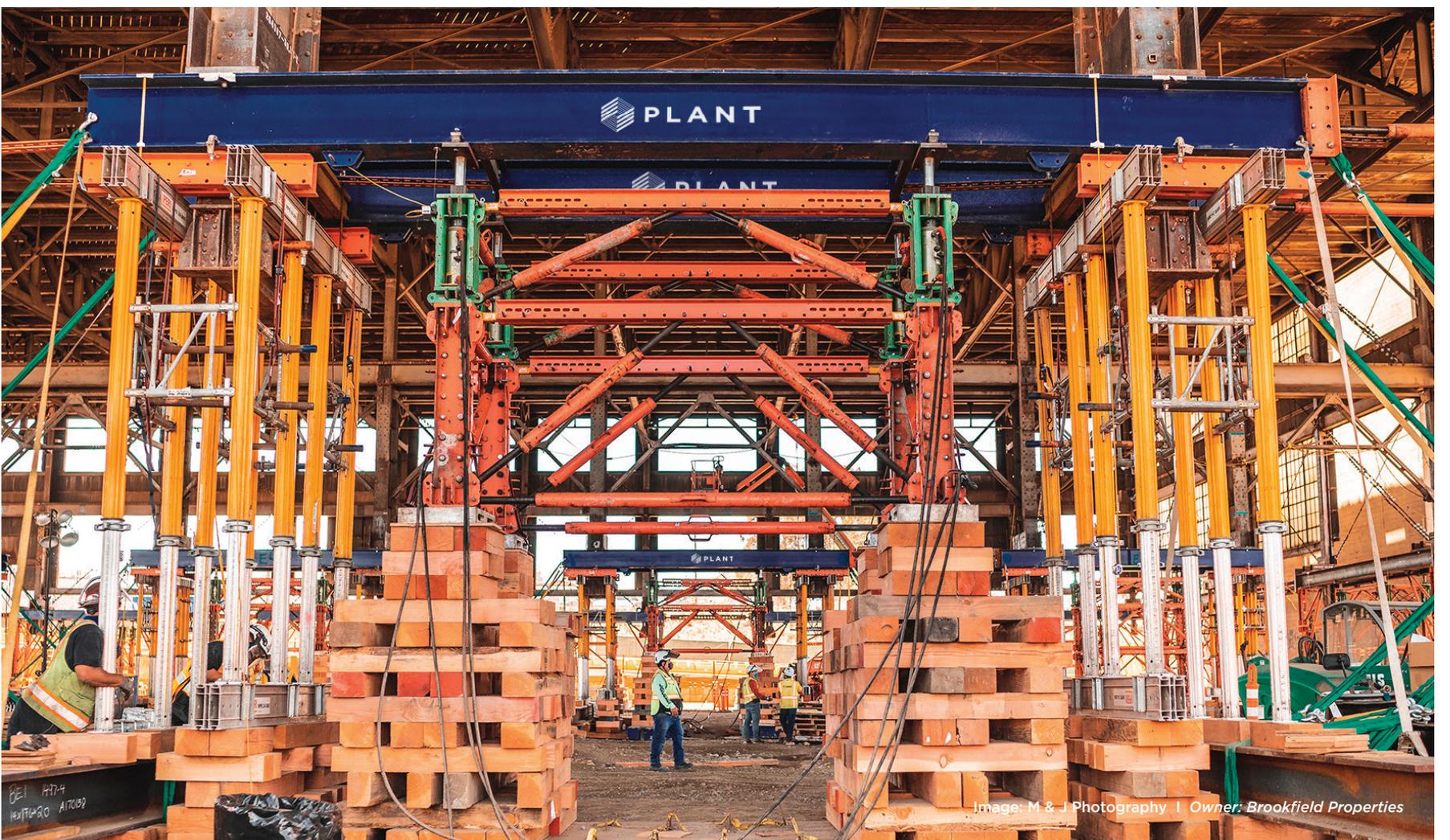
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THE FUTURE OF EAST BAY





PHOTOS: MONARCH TRACTOR

History and technology building the future for Wente Vineyards

Practices to improve sustainability can have an impact across all agriculture



Wente has entered a partnership with manufacturer Monarch Tractor to help them develop the world's first fully electric AI tractor.

Top photo from left: Mark Schwager (president Monarch), Dr Zachary Omohundro (chief technology officer), Carlo Mondavi (chief farming officer), Karl Wente (fifth-generation winegrower and chief winemaker, Wente Vineyards), Praveen Penmetsa (CEO of Monarch).

With 138 years of history, Wente Vineyards is the oldest continuously operating family-owned winery in the US. The Wente Estate is a registered California Historical Landmark and in recent years the company has turned to increasingly high-tech modes of production.

"Wente Vineyards has used technology to invest in more sustainable practices, increase efficiencies, support our staff and help create high-quality wines," said Wente brand manager, Kela Driggs.

A partnership with tractor manufacturer Monarch Tractor has even seen the utilization of the world's first fully electric, driver-optional, smart tractor. The historic winery is adopting some cutting-edge harvesting techniques.

"We were thrilled at the opportunity to partner with Monarch Tractor and were happy to give them space and time to develop the tractors in our vineyards. They haven't completed our tractor yet, but we are excited to use them in the future," said Driggs.

The Monarch project was enabled through a grant from the California Air Resources Board FARMER program. Monarch

Tractor was founded in Livermore in 2017 and closed a \$20 million Series A funding round in March 2021.

Electric tractors could reduce environmental costs in the winemaking process and potentially have major impacts across the agricultural sector.

Wente also turned to technology during the pandemic. Connecting with customers through apps and an overhauled online shopping experience. The company used Alexa and other voice assistant apps to offer virtual tastings and build new ways to engage with customers remotely.

"It allowed us to connect with customers worldwide and give them educational entertainment from their homes when we couldn't be in person," said Briggs.

The historic winery is using technology across its business to produce wine and reach customers. It will introduce a new bottling line in 2022, that will help it further reduce its environmental footprint.

"We will continue to invest in technology, especially when it helps us be more sustainable and assist in operations," Briggs said.

Stepping up to meet a surge in demand

For some companies, the pandemic meant a lot more business

The past 18 months have brought unprecedented challenges for businesses in all areas of the economy. But across the Tri-Valley are examples of organizations that have not just survived the pandemic, but thrived in the face of it.

Pleasanton-based freight brokerage TAKTIK Group has emerged from the pandemic as one of the fastest growing companies in the US according to data from the Financial Times. It was acquired by GlobalTranz, a technology-driven, logistics company, in a deal in June 2021 that saw TAKTIK maintain its name and leadership.

Covid-19 sent shockwaves through global supply chains, forcing logistics companies to adjust to constantly shifting circumstances. Would clients fulfill shipment commitments as supply and demand ebbed and flowed? There had never been such uncertainty.

"We knew that there would be some disruption but we needed to try to discover when and where it would be the most severe," said Tyson Lawrence, CEO of TAKTIK.

TAKTIK adopted a strategy early in the pandemic of delivering products, many of them in the food and beverage sector, that were deemed "essential."

"It became clear to us as the early days progressed,

"It was challenging because there was no playbook for a "pandemic" in the industry, or any industry for that matter."

Tyson Lawrence
CEO, TAKTIK, a global freight broker

Tyson Lawrence, CEO of TAKTIK Group, says constant communication with clients was key to his company's success during the pandemic.



that the real indication of whether a customer was going to continue to ship or stay open through the lockdowns was whether or not their product was considered ‘essential,’” Lawrence said.

TAKTIK was named after the German word for strategy, Lawrence said, and the firm has approached the pandemic as strategically as possible.

“It was challenging because there was no playbook for a “pandemic” in the industry, or any industry for that matter,” Lawrence said.

Consistent communication with clients has been a strong factor in TAKTIK’s resilience during the pandemic. The message was clear, if clients had products to ship TAKTIK guaranteed to deliver them.

Many supply chains in the US operate on a ‘just-in-time’ mode that sees many companies holding a minimal amount of product in stock and constantly awaiting new deliveries to replenish supplies.

But TAKTIK’s focus on delivering essentials has proved a prudent strategy. The deal with GlobalTranz positions them for future growth. Texas-based GlobalTranz, didn’t have a presence in Northern California and TAKTIK’s place in the local market represents an established entrypoint.

The last 18 months have asked serious questions of businesses across the economy. TAKTIK have answered them resound-



“Every week we were enrolling more students ... Our parents were happy that we were keeping the kids occupied.”

Vishal Raina
Founder and CEO,
YoungWonks

ingly by focusing on customer service and delivering essential goods. Lawrence acknowledges it has not been easy, but is grateful that TAKTIK is in a stronger position now than it was a year ago.

“Bluntly, we are just grateful that we were able to not only survive but thrive when many didn’t.”

Focusing on customers has also helped another Pleasanton company thrive during the pandemic.

Teaching kids the electronics and computer science skills to build the businesses of tomorrow is the name of the game for YoungWonks. The company has provided coding and computer science classes for ages 8-18 since 2014. Their students come from across the Bay Area and beyond and have won national titles in robotics and electronics competitions.

Before the pandemic they held in-person classes. But as news of Covid-19’s spread intensified, the management team took steps to mitigate what increasingly looked like a major threat to society and traditional business operations.

In February 2020, YoungWonks equipped teachers with pen tablets so they could write explanations on students screens remotely. In March they announced a temporary, two-week school closure. Classes have

continued on page 22

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YOUNGWORKS

As schools remained closed, online education platforms saw a big increase in demand from new users.

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LAWRENCE LIVERMORE NATIONAL LABORATORY

continued from page 21
been remote since then.

"We had no idea that this period would actually extend to more than a year," said Vishal Raina, founder and CEO. YoungWonks' early preparation stood them in good stead to react to these changes.

When Bay Area schools closed and regular classes went online, parents were suddenly juggling working from home and being adjunct teachers.

"We found ourselves getting an influx of new business," Raina said. "Every week we were enrolling more students ... Our parents were happy that we were keeping the kids occupied."

When the Paycheck Protection Plan was introduced, Youngwonks decided not to apply. There were other businesses in more serious need of funds, Raina said. Although they were qualified, it would not have been fair to apply when YoungWonks was experiencing a "pandemic boom."

"Many say it was not a good business decision but we stand by our decision and are even proud of it," Raina said.

As schools remained closed, online education platforms saw a surge

in demand from new users and investors. As interest in the online education market increased, prices across the sector began to fall.

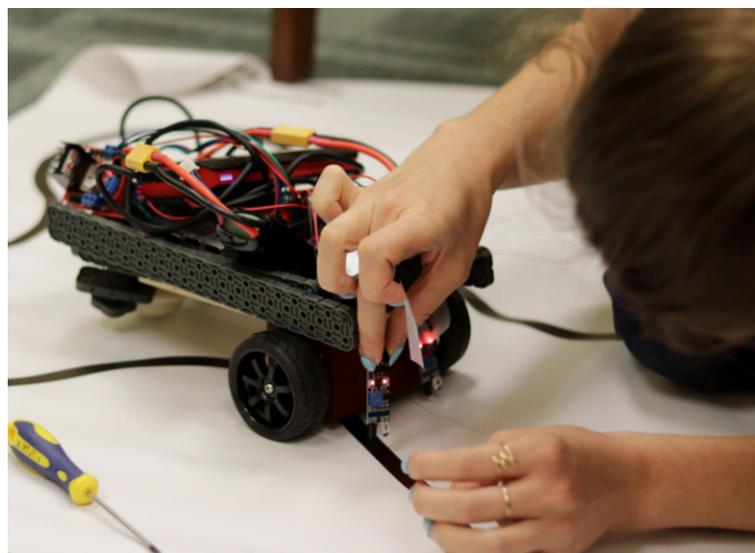
"This meant many of our customers began to ask us for a reduction in fees, claiming that the market had changed and others were offering the same service for a lot less," said Raina.

Subsequent months were stressful for YoungWonks as student enrollment fluctuated. But ultimately the quality of YoungWonks' curriculum was recognized by families.

Referrals have increased during the pandemic and more people are trying classes, Raina said. For now, classes will remain online. But YoungWonks are looking forward to welcoming students back to their Pleasanton center when appropriate.

YoungWonks has weathered the pandemic storm and experienced a surge in demand.

"We have done so by staying true to our mission of providing high quality teaching to kids, by teaching them real computer science, caring about each student and making sure they are really learning and becoming independent programmers," Raina said.



YoungWonks students can work on projects in robotics and electronics.

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Meeting uncertainty with ideas

Sandia Labs laid the groundwork for rapidly developing antibody therapies

“We want to figure out where the gaps are, and really focus on those particular problems.”

Dr. Brooke Harmon,
Scientist,
Sandia Labs

A team of scientists at the Sandia Labs are preparing for the unknown with cutting edge antibody research

Long before Covid-19, researchers at the Sandia National Laboratories in Livermore were preparing to tackle pandemics and infectious disease breakouts.

The response from the Labs over the last 18 months has been characterized by innovation, collaboration and rapid scientific research to build tools to fight this pandemic and stop future ones.

Dr. Brooke Harmon studies emerging viral diseases at Sandia, leading a team focusing on viruses that could potentially be used as bioweapons, getting ready “for things that we don’t know are coming.” When the earliest news of Covid-19 emerged, she saw a situation that posed an imminent threat to national security and public health.

“In December, we started to recog-

nize that we might need to start moving resources around,” Harmon said. “We started to produce the proteins that we would need to do screening for antibody therapeutics.”

Having the proteins specific to the SARS-CoV-2 virus in place was a vital first step in the preparation of viral countermeasures including testing and treatments. Harmon’s team have focused on antibody research during the pandemic, finding ways to make their application more effective. “Not just making antibodies or finding new antibodies,” she said, but making them smaller and more effective.

“We try not to compete with industry or academia. So we’re not going to necessarily focus on the same things that everybody else is focusing on. We want to figure out where the gaps are, and really focus on those particular problems,” Harmon said.

At the onset of the pandemic, Harmon, together with her husband (also a Sandia virologist) delivered

talks about the emerging threat to colleagues and local organizations. “Whatever we knew that we could give information on just to try and keep people informed,” said Harmon.

Although Sandia is literally across the street from the Lawrence Livermore National Labs (LLNL), the two facilities have often worked independently. Covid-19 has brought them together like nothing before.

Sandia has a large experimental capacity, while LLNL has some of the most powerful supercomputers in the world. By sharing resources and knowledge, the Labs amplified the power of their work. The results could help in the fight against this pandemic and future viral threats.

“From the very beginning, there was so much sharing of information. And that’s why we were able to make so much progress so quickly,” said Harmon. “We’re really trying to combine those and figure out how we can get ready for the next pandemic.”

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Dr. Brooke Harmon studies emerging diseases at Sandia, leading a team focusing on viruses.

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Strong performers stay robust despite recent pressures

Businesses across the Tri-Valley are flourishing

Even with the challenges of recent months, advanced manufacturing, software and the life sciences are still some of the strongest performing sectors. Mergers and acquisitions, new headquarters, investments and IPOs underline the resilience and health of the region.

“We have joint projects with nearly a dozen companies ranging from local start-ups all the way to large multinational corporations.”

Rich Rankin
Director, LLNL’s
Innovation and
Partnerships Office

Advanced Manufacturing

The Lawrence Livermore National Labs (LLNL) have been conducting innovative research for decades. But over the last 18 months an initiative established in 2019, the Advanced Manufacturing Laboratory (AML), has underlined the Labs’ capacity to powerful relationships with external organizations.

The AML “is thriving in its role as a partnership facility with the external community,” said Chris Spadaccini, leader of LLNL’s Materials Engineering Division.

Opened in January 2020, the \$10 million, 14,000 square foot facility combines LLNL’s scientific and engineering expertise facilitating public-private partnerships. The AML has hosted students and faculty from academia and industry partners including General Electric and Aerotech.

“We have joint projects with nearly a dozen companies ranging from local start-ups all the way to large multinational corporations with their people and equipment populating the facility alongside our own scientists and engineers.”

And during the pandemic AML has collaborated with external organizations to produce tools to help limit the impact of Covid-19. Nasal swabs were produced using 3D printers for use in Covid test kits. And AML collaborated with medical professionals to provide rigorous test data on swab performance.

“The pandemic has demonstrated that we can move quickly during a national emergency,” said Rich Rankin director of LLNL’s Innovation and Partnerships Office.

Medical Technology

Global optics and optoelectronics tech company, ZEISS, invested \$180 million in their R&D, production, sales and customer service site in Dublin. The location and scale of investment are significant - ZEISS wanted a hub near the heart of global innovation.

“ZEISS recognizes Dublin as the epicenter of the East Bay and one of the world’s premier technology innovation locations,” said Laurie Ferguson, ZEISS’ Head of Ophthalmic Devices Global Communications.

The center opened in March 2021 and is the US headquarters for ZEISS’ medical technology business and will feature engineers, researchers, sales and service teams and space for local customers and partners.

ZEISS will develop and distribute ophthalmology and microsurgery technology from the Dublin site. The company hopes the site will strengthen collaborative opportunities in life sciences, research and industrial applications. It sees potential for collaboration in image processing, machine learning and artificial intelligence with other companies and in academia. R&D efforts will focus on digital solutions and scientific and industry partnerships, “key drivers behind the company’s decision to locate the Center in the Bay Area,” Ferguson said.

For more than a decade, ZEISS has supported nonprofit organizations including Wayfinder Family Services and the Alameda County Food Bank.

“Our long-term commitment to the Bay Area and the North America market is an integral part of the ZEISS global strategy to expand its presence close to research centers and growth markets,” Ferguson said.

Software Industry

Software built by Pleasanton-based Ellie Mae powers 35% of US mortgage applications. Founded in 1997, the company was acquired by financial services firm Intercontinental Exchange for approximately \$11 billion in September 2020.

The company, known now as ICE Mortgage Technology (IMT), was founded with a mission to automate the residential mortgage process. “We have greater access to data, expertise, and technology to further realize that vision,” said Jonas Moe, Senior Vice President of Marketing at ICE Mortgage Technology.

IMT software is building automation into every step of the mortgage process, from customer engagement through to loan registration. “Backed by ICE’s global resources, we’re better positioned to automate everything automatable in the residential mortgage journey,” Moe said.

The software industry was relatively unaffected by Covid-19. With many people in the sector able to work from home with minimal disruption to their professional output. IMT served customers through the pandemic and being based in the Tri-Valley was an advantage during shelter-in-place conditions.

“We get the best of both worlds being positioned near the Interstate 580/680 corridor that allows for our employees to enjoy where they work and have access to the things that are most important to them like getting home to their families,” Moe said.

Startup Tri-Valley launched

Tri-Valley is the go-to destination for science-based startups in the East Bay

As California begins to emerge from more than a year of uncertainty, the East Bay cities of Dublin, Livermore, Pleasanton, and the Town of Danville have joined together to launch Startup Tri-Valley, an initiative to grow a thriving ecosystem for science-based startups that turn technologies into products. Startup Tri-Valley's goal is to make the Tri-Valley region the "go to" destination for science-based companies and entrepreneurs, along with the industries that support them.

"We are dedicated to growing the innovation economy in the Tri-Valley by helping more startups succeed," stated Brandon Cardwell, Initiative Director of Startup Tri-Valley. "We do this by connecting founders and entrepreneurs with a tightly networked ecosystem of resources and expertise built specifically for science-based startups."

Startup Tri-Valley will serve as a central information and networking hub by connecting people, companies, and ideas, sharing news and resources, and offering in-person and virtual networking events and educational workshops. Through these events entrepreneurs can meet

colleagues, partners, investors, and customers at the Startup Tri-Valley website.

"As the fastest growing sub-region in the Bay area, the Tri-Valley is a great place to start and grow a company. It has the capital, talent, expertise, and resources needed to go from startup to scale, at a fraction of the price of the rest of the Bay area," said Stephanie Beasly, who represents Sandia National Laboratories and is the current i-GATE board chair.

"We are delighted to be partnering with our neighboring cities with the aim to build an ecosystem that fosters entrepreneurship and strengthens the local economies."

Startup Tri-Valley will soon begin holding regular in-person and virtual networking and educational events.

Entrepreneurs, founders, businesses, or anyone else that would like to learn more about Startup Tri-Valley, receive information about upcoming events and workshops, join Startup Tri-Valley's mailing list, receive the initiative's newsletter, set up shop in the region, or just stay informed, should visit startuptrivalley.org/contact-us.



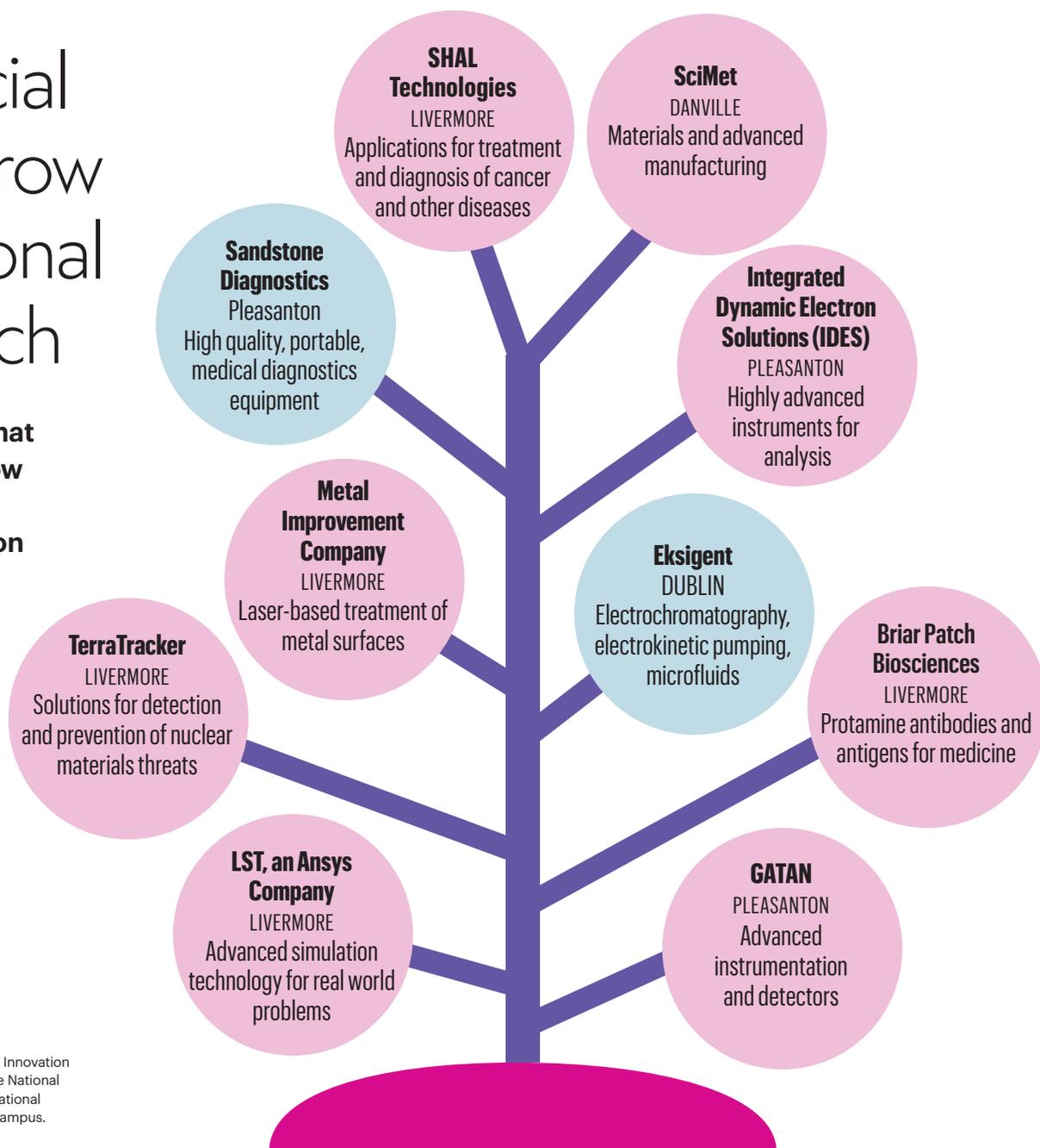
"Tri-Valley has the capital, talent and resources needed to go from startup to scale, at a fraction of the price of the rest of the Bay area."

Stephanie Beasly
i-GATE board chair

Commercial spinoffs grow from national lab research

Tri-Valley companies that are based on, or are now commercializing, lab technology in the region

- Lawrence Livermore National Labs
- Sandia National Labs



Data shared by Richard Rankin, Director of the Innovation and Partnerships Office at Lawrence Livermore National Laboratory, and Stephanie Beasly, of Sandia National Laboratories and the Livermore Valley Open Campus.

VISION

20
40

Real estate broker Kevin Beaumonte thinks workplace flexibility is a perk employers will keep offering.



SFBT / SPENCER BROWN

Commercial tenants may find space to negotiate

Shift to working remotely opens up opportunities in the office market

“I see this as a healthy shift in the market for tenants looking to lease office space.”

Kevin Beaumonte,
vice president,
Hughes Marino

Commercial real estate in the Tri-Valley is starting to pick up. There was a lull in activity last year, amid the uncertainty of the pandemic, but companies looking to lease new space may have room for negotiation according to Kevin Beaumonte, vice president at Hughes Marino.

“There is an abundance of vacancy still and plenty of options to choose from for office and R&D users,” Beaumonte said.

Industrial space remains limited due to the demand for warehouse, distribution and e-commerce users, Beaumonte said. And across the region, the commercial real estate picture looks very different now to how it did at the start of 2020.

“In the near term, the office market is going to continue to see a rise in vacancy,” Beaumonte said. “Many companies are starting to come back to the office, but they are coming back smaller than before. I see this as a healthy shift in the market for tenants looking to lease office space, it opens up opportunity and negotiating power.”

With many people now accustomed to working from home, the lines between domestic and business set-

tings have started to blur. The Tri-Valley, with its excellent transport options, outstanding schools and ample housing options with yards and outdoor space make it an attractive option for people considering where they want to live and work as the economy begins to reopen.

It is too early to tell whether the pandemic has caused a sustained urban-to-suburban migration for businesses and employees, but wider macro-trends are being reflected in local real estate markets.

“More and more workforce continue to relocate to the Tri-Valley because of all the amenities it offers young and growing families, which should prompt their employers to consider opening an office in the region,” Beaumonte said.

As the economy finds its feet after a tumultuous period, people’s relationship to where they work and choose to call home has changed. The Tri-Valley is well positioned to meet demand from people and businesses for more space and versatility in the future.

“Flexibility to come into the office and cutting down commute times are two perks companies will continue to offer to stay competitive in the marketplace,” Beaumonte said.

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Defying the Odds

BRIIA Accelerates Women Entrepreneurship



"...Women in all fields are simply crushing it! Believe in yourself and don't let the naysayers pull you down — the world is your oyster!"

Julie Basu
founder/CEO, smartQED —
BRIIA Founder
(Class of Fall 2019)

Les Schmidt and a team of interns and mentors at BRIIA have launched an ambitious program to identify and support 25 women-led companies to ensure they raise capital of \$500,000 or more by December 31, 2025.

Astoundingly, in late 2020, women-only founding teams received just 2.6% of all venture capital invested in startups.

This data led to a groundbreaking new effort at BRIIA to be sure women-led startups had access to a tailored program that delivers strategic direction, product iteration and advice on financing. Schmidt's organization, BRIIA - The Intelligent Accelerator, is a full-fledged global startup accelerator with mentors, workshops, course work and an unparalleled dedication to seeing entrepreneurs succeed.

"Over the coming 3 years, we expect this project will grow and evolve, but its ultimate goal of getting more women founders and their startups funded is its sole goal. Ultimately, we want to see more women founders have successful exits, but the measurement of that goal can only happen over a much

longer period. For now, getting funded is the singular, near-term focus of this project", says Schmidt.

In the Summer of 2020, Kate Tavella, an undergraduate student at the Georgetown University McDonough School of Business in Washington DC, took on the task of surveying the state of female entrepreneurship for BRIIA.



Les Schmidt
Founder, BRIIA

"Women led entrepreneurial activity is growing at a rapid pace, evidence of a pivotal opportunity for innovation accelerators," says Tavella. "Even small changes can help ameliorate the disparities in networking and funding women-led startups face."

BRIIA's Defy the Odds program is cultivating relationships with investment firms who are making a conscious effort to support women founders and developing a network of current and former women founders that actively support early-stage women founders.

Numbers tell the story

2.6

Women-only founding teams received just 2.6% of all venture capital invested in startups.

12

Women make up only 12% of all decision makers at venture capital firms in the United States.

30 + 23

When compared to male founders, female founders raise 30% less money after contacting 23% more investors.

Tri-Valley Innovators in Action

As we begin to gather in person in the months ahead, here are a few women in our regional innovation community you'll want to be sure to meet.



Emily Wu is a new ITV Board Member, a Managing Director at First Republic Bank and a board member for another ITV Partner, the Livermore Lab Foundation.



Amaya Ghoshal is an ITV 2021 Dreammaker and Risktaker Award Winner, recognized for the global non-profit she founded, the Learning Outreach Organization, filling educational gaps for underserved students.



Ellen Kamei is an ITV Board Member, External Affairs Area Manager at AT&T, and also serves as the proud Mayor of Mountain View.



Sally Kay is an Amazon External Affairs and Public Policy leader at an exciting time as the company grows their presence in the region with facilities in Livermore and Dublin. Sally is a new ITV Board Member.



Diana Bautista is an invaluable member of ITV's Housing Infrastructure and Transportation Committee and is Government Relations Manager for Lucile Packard Children's Hospital Stanford - Stanford Children's Health.



Tracy Farhad is President & CEO of Visit Tri-Valley, an ITV Board Member, and has made her mark quickly in the region supporting the hospitality industry in one of the toughest times imaginable.



Sharon Quesada Jenkins is Director of Employer Broker Relations and Worksite Wellness at John Muir Health. As an ITV Board Member, Sharon is also an important connection to the East Bay Leadership Council.



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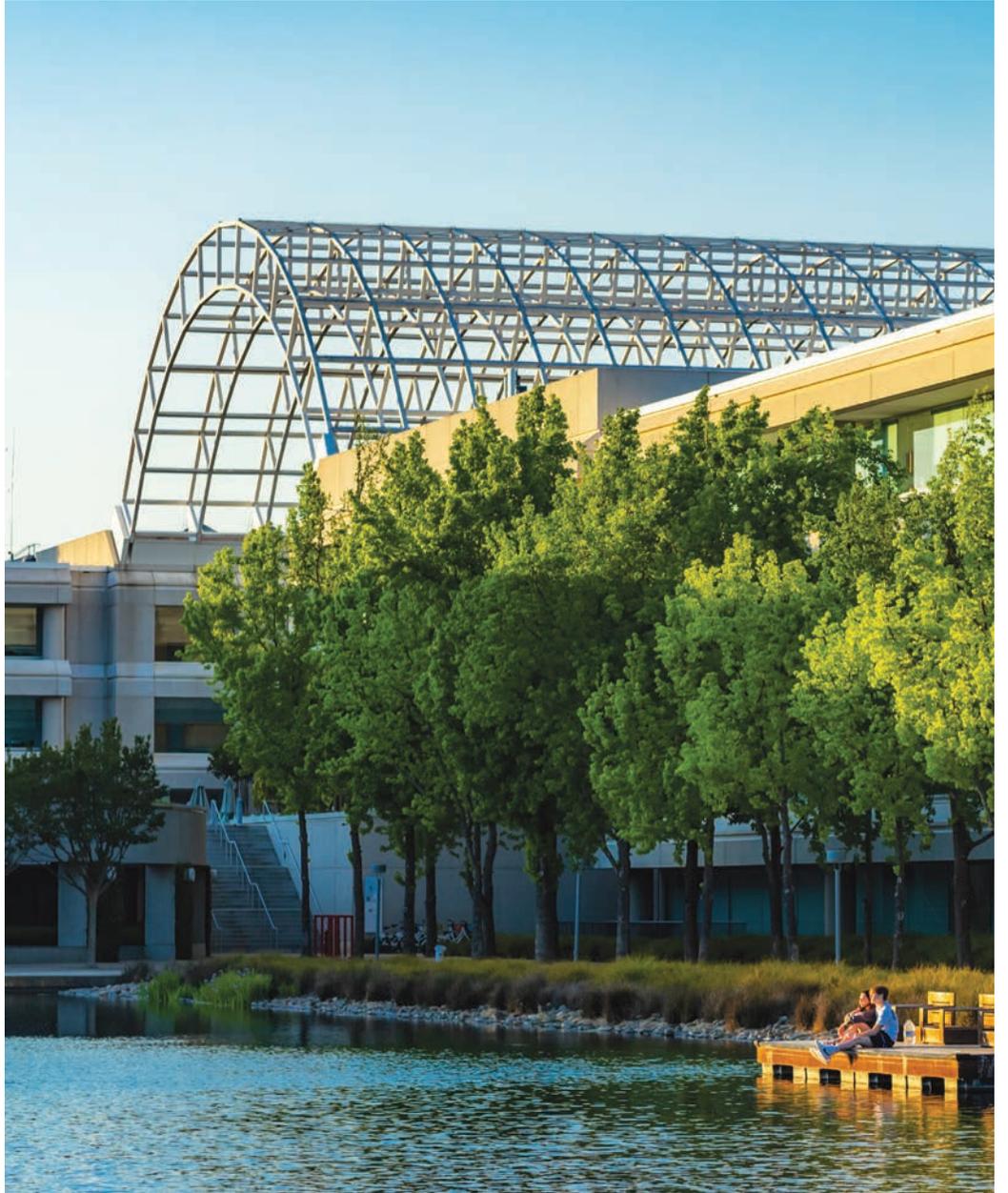
- Screening both staff and patients for COVID-19
- Requiring and providing masks for all
- Staggering visits to allow for physical distancing in common areas
- Ensuring separate screening areas for symptomatic patients
- Sanitizing exam rooms after every patient
- Scheduling urgent care video visits in addition to in-person care

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