



Photo courtesy of Donahue Schriber Realty Group

The Sky Deck, a restaurant collective, is a part of Del Mar Highlands Town Center's \$120 Million expansion.

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

➔ Sky Deck page 22

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

➔ Freight page 32

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

➔ Northrop page 29

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

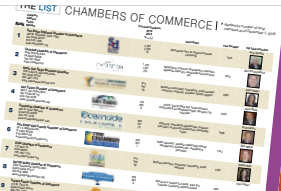
➔ Halozyme page 24

P.4 STARTUP: Launch Factory Recruits Tech Industry Veterans

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

THE LISTS

BUSINESS AND TRADE ASSOCIATIONS
Page 12 and 13



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First San Diego Qdoba Opening Dec. 11

Mission Valley Location Will Also Serve as a Test Kitchen

By MARIEL CONCEPCION

Qdoba Mexican Eats, the San Diego-based fast-casual Mexican food chain with 730 locations across 47 states and Canada, is opening its first local restaurant on Dec. 11.

The Mission Valley, company-owned store will be 2,400 square feet and will bring 40 jobs to the region, according to Tim Welsh, chief development officer for Qdoba. The location will feature a walk-up pick-up window, he said, as well as outdoor dining and a curbside option that allows for orders to be dropped off with customers at their parked cars. Digital ordering and delivery on the Qdoba site and mobile app, third party delivery and catering for both B2B and B2C channels will also be available.

Look, Feel and Operate

For Welsh, this isn't just an opportunity for Qdoba to open its first San Diego store, it is a chance to rethink how formats and prototypes will look, feel and operate in the future.

"From a look and feel perspective, how we've always thought of the restaurant is bringing the highest quality food in a convenient format to guests," he said. "With Mission Valley, we updated the look and feel to elevate the brand and reflect the quality of the food and ingredients we are known for. So, there is more natural woods and fresh, modern materials like hand-crafted tiles. We are hoping to bring the vibrancy and flavor we have in our food to our environment."



Tim Welsh
Chief Development Officer
Qdoba

On the operations side of things, Welsh said Qdoba has been developing a whole new suite of models. This includes the addition of the pick-up window option, for example, which is particularly convenient during the COVID-19 pandemic. The company is also considering making other changes to the Qdoba format, he said, like the implementation of drive-thru windows, opening more ghost kitchens and smaller footprint stores.

Ghost Kitchen

Qdoba has run as a ghost kitchen in San Diego for two years up to now, said Welsh, operating out of its corporate headquarters kitchen and closing only in anticipation of the Mission Valley store. He said the concept proved to be a successful way to create brand awareness before opening a brick-and-mortar location. Now, the company is considering launching the ghost kitchen models in other parts of the country ahead of opening future stores.

Welsh said, even through the pandemic, Qdoba has had a lot of interest, including franchise groups wanting to invest in Qdoba locations. For this reason, he is very optimistic.

"Obviously, it took a little time to get the store right, and with COVID-19, we faced some natural delays through the process," he said. "But we've seen a tremendous amount of interest and activity, and that has been reflected in other stores. Plus, we do so much of our business through off-premise and take-out, as well as third-party delivery apps, that this store is really set-up perfectly."

QDOBA Mexican Eats

FOUNDED: 1995
CEO: Keith Guillbault
HEADQUARTERS: Mission Valley
BUSINESS: a fast-casual Mexican food restaurant chain.
REVENUE: \$900 Million in 2019
LOCAL EMPLOYEES: 132
WEBSITE: www.qdoba.com
NOTABLE: The S.D. location marks the fifth Qdoba restaurant to open through the pandemic.

Gourmet Cannabis Brand Expands into Michigan

Kaneh Co. is Expected to Grow Revenue by 35% in 2021

By MARIEL CONCEPCION

Kaneh Co., a San Diego-based gourmet cannabis company, is expanding its reach.

The Miramar-headquartered maker of baked goods, chocolates and confections infused with CBD, THC or a combination of both, entered the Michigan market earlier this month.

Co-founder Rachel King is a professional pastry chef that's worked for the likes of Mister A's, Searsucker and for the Puffer Malarkey Collective, a local hospitality group. She said the company, founded in 2015 with roughly 60 employees, launched in Oklahoma just a year ago.

Now, entering the Michigan market will help grow its revenue by roughly 35% in 2021, according to King.



Rachel King
Co-Founder/Chief Development Officer
Kaneh Co.

Ton of Potential

"We are really excited about entering the Michigan market," said King, who received her Bachelor degree from San Diego State University and attended the baking and pastry program at the San Diego Culinary Institute. "We entered Oklahoma about a year ago after partnering with a local manufacturer and distributor. It has been a good revenue stream for us. The products should be releasing in Michigan this week, right in time for the holiday shopping for some people. The market has a ton of potential."



"2020 has been a difficult year across the board but we are proud of our continued growth and are optimistic for 2021. It may sound lofty, but one of our main goals is to be available in eight states by the end of 2021."

JESSE HEINOWITZ

Kaneh Co. came to be after King found herself re-evaluating her work-life balance. The mother of two said she was working holidays and weekends and wanted something that



Photo courtesy of Kaneh Co.

Kaneh Co. currently offers about 25 products, including brownies (pictured above), granola bites, cookies, fruit jellies and chocolate bites.

wouldn't keep her from her family members and friends during those celebratory moments.

A couple of family members and friends were already in the cannabis industry and had already approached her about teaming up with them. King was hesitant at first because cannabis was still somewhat of a grey market at the time, she said. But eventually, a few months later, she caved.

And that's when Kaneh Co. was born.



Jesse Heinowitz
Co-Founder/CEO
Kaneh Co.



"We are really excited about entering the Michigan market."

RACHEL KING

The Anointed Oil

Kaneh Co. was funded with small investor money, said King. While it was founded by a handful of family and friends, today, it is owned by King and her business partner/co-founder Jesse Heinowitz. Its products are available in most dispensaries in San Diego and a quite a few across the state, she said.

While Kaneh Co. cannot sell directly to consumers, it does sell to licensed distributors, some of which do home deliveries. It also contracts with other companies via a white label portion of the business, she said. On the latter end, Kaneh Co. has half a dozen companies it works with.

The name "Kaneh" is a play on the word kaneh-bosm, the anointed oil which some scholars of the Torah believe is actually cannabis, according to King. She said the company, as part of its growth and expansion plan, moved into a larger, 12,000 square foot facility earlier this year. There, Kaneh Co. handles all manufacturing, packaging, labeling and shipping, as well as back-end support like human resources and accounting, said King.

Food Purveyors

Kaneh Co. sources all of its cannabis from compliant, California-based suppliers, said King. In terms of actual food ingredients, she said she works with food purveyors she used when she worked in the restaurant industry. Thus, Kaneh Co. products are no different in quality than those a patron would find in one of the fine-dining restaurants she once worked in.

In the near future, King plans to continue to expand. The company currently has a line-up of about 25 items, including brownies, granola bites, cookies, fruit jellies and chocolate bites. Next year, Kaneh Co. will come out with truffle bars and other baked goods, as well as non-edible brands. This includes delving into both the topical space and the flower space, she said.

Heinowitz is on board. "2020 has been a difficult year across the board but we are proud of our continued growth and are optimistic for 2021," said Heinowitz. "It may sound lofty, but one of our main goals is to be available in eight states by the end of 2021."

Kaneh Co.

FOUNDED: 2015
CO-FOUNDER: Rachel King, Jesse Heinowitz
HEADQUARTERS: Miramar
BUSINESS: high-end gourmet cannabis edibles brand.
EMPLOYEES: roughly 60
WEBSITE: www.kanehedibles.com
NOTABLE: founder Rachel King was won best pastry chef in Food & Wine Magazine.