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**SAN FRANCISCO  
BUSINESS TIMES**

ADVERTISING SUPPLEMENT  
AUGUST 21, 2020



# Tri-Valley

Open Spaces • Urban Amenities



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**Steve Ziganti, 3 Steves Winery  
Livermore, CA**

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# Radical Reset? Or, Maybe Just the Open Space You Need To Thrive

**A**s we search for ways to do better together, keep each other safe, and fully reset, we invite you to take a deep breath and a fresh look at how the Tri-Valley should factor into your future.

It took entrepreneur Tim Harkness just one mountain bike ride on the Pleasanton Ridge to come up with his next vanguard Tri-Valley business - Unchained Labs.

The Tri-Valley's collaborative ecosystem makes it the heart of California innovation. Led by civic and business leaders dedicated to serving as forces for good in a global economy, the Tri-Valley innovation hub has long been heralded as a region that values innovation and collaboration, also aspiring to take full responsibility for its places, people, and future generations. All here, in the geographic center of the Northern California mega-region.

With San Francisco and Silicon Valley a short reverse-commute away, and a quality of life that includes open space, farm to table cuisine, wine country, craft breweries,



**Lynn Naylor, CEO,**  
Innovation TRIVALLEY  
Leadership Group

the arts and urban retail options, it's not hard to see why the Tri-Valley is attracting startups, large new headquarters, and second regional locations.

It's not just that it's actually much more affordable to do business here. The attribute that calls out more loudly than ever before as we work diligently to improve our safety, quality of life, diversity and humanity - is the ability to attract and keep top talent happy. In the Tri-Valley, there is the remarkable opportunity to Work Happy, right alongside your team.

Frustrating commutes and long slow elevator queues can be replaced with easier workplace access, frequent outdoor adventures, and more time at home for family dinners prepared together.

Innovation Tri-Valley Leadership Group invites you to connect with us. We want to share the innovation ecosystem, value, and space to grow that the Tri-Valley can uniquely offer you right now.

## Tri-Valley advantages

A factual short list shows 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 degree.

**Lower Costs:** 50% on average compared to San Francisco and Silicon Valley office space.

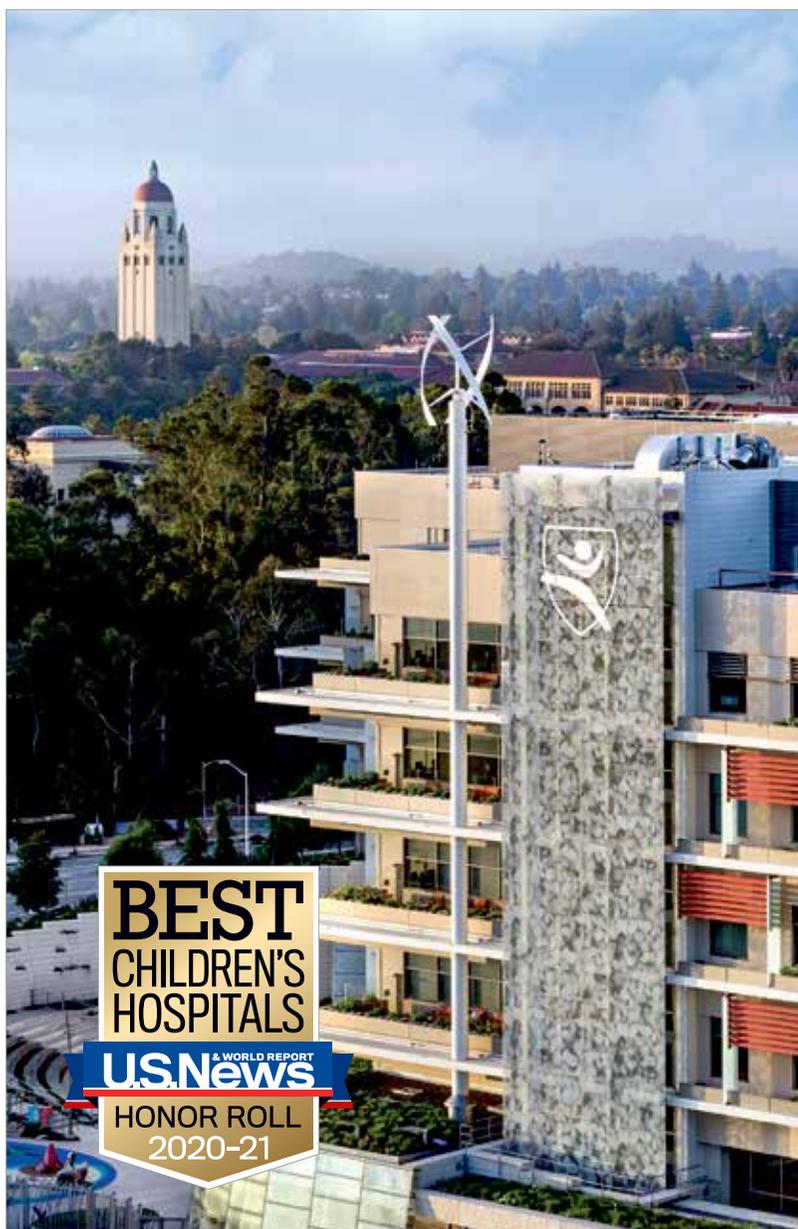
**Location:** 580 and 680 juncture gives easy access to Silicon Valley, San Francisco, Sacramento, and the Central Valley.

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

## About the cover:

Clockwise from top: 1. Our friends at Sensiba San Filippo remind us that open space fuels creativity; 2. Livermore Valley Wine Country is home to 50 wineries set in beautiful rolling hills. 3. Veena Kaul at Kensington Labs; 4. Sista Sankofa mural in Livermore by Timothy B; 5. LLNL researchers; 6. Ammed Khan of IrisVision demonstrating his company's vision-assisting headset. (Photo credits: 1. @misstravlk; 2. Getty Images; 3. Paolo Vescia; 4. fitzthegoat; 5. Lawrence Livermore National Lab; 6. Paolo Vescia)

Stories by Simon Campbell



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“The thing that drives innovation is the opportunity for random collisions, for serendipity.”

Les Schmidt,  
serial entrepreneur

Brandon Cardwell is the Executive Director of Daybreak Labs in Livermore, catering to life sciences and hard tech startups by providing hardware fabrication and biotech research facilities.

# The Space for Ideas To Grow

Deciding where to base a company is a hard decision. But the culture and infrastructure of the Tri-Valley make it an easy place in which to do business.

The lake by his Bishop Ranch office was the perfect place to talk through ideas so whenever Les Schmidt needed inspiration he'd take a walk with his clients.

“Outdoor spaces are incredibly valuable to innovation,” Schmidt said. Something about stepping outside seemed to get the creative juices flowing.

It's a feeling that a lot of people who do business in the Tri-Valley will recognize. The abundant nature, competitive real estate prices and outstanding schools make it an excellent place to live. Two national labs, hundreds of tech and life science companies, a growing community of entrepreneurs and investors make it an excellent place to start a company.

Schmidt, a serial entrepreneur, certainly recognized this. With its network of forward-think-

## IN GOOD COMPANY

**450**

Number of tech companies calling Tri-Valley home.

**33%**

Combined growth in 2019 of companies headquartered in Tri-Valley

**30% less**

Average home sale price in 2019, compared to San Francisco.

ing companies and proximity to investors and venture funds in the wider Bay Area the Tri-Valley had all the ingredients for a vibrant entrepreneurial scene. The only thing missing was the ‘glue’ to stick it together.

Schmidt created BRIIA, a San Ramon-based startup accelerator to help entrepreneurs turn AI software ideas and machine learning concepts into funded businesses. BRIIA runs a 13-week program that pairs entrepreneurs with local mentors and concludes with an investor pitch day. To date the 25 companies that have passed through the

program have earned \$16 million in funding.

The Tri-Valley is “a region that has all of the assets for vibrant innovation,” said Schmidt. “And yet it has this feel of being a friendly, collaborative, embracing, upbeat kind of community that I think is just perfect for entrepreneurship.”

Schmidt loves the Tri-Valley's natural environment and the room for interaction it provides. BRIIA offers shared office space and hosts live events to bring entrepreneurs and investors together.

“The thing that drives innovation is the opportunity for random collisions, for serendipity,” Schmidt said. He knows of more than one Tri-Valley business that has started as the result of a chance meeting or conversation.

The Tri-Valley is the fastest growing region in the Bay Area in terms of population and employment. It is home to 450 technology companies and has a vibrant startup community. Stock market data shows that companies headquartered in the Tri-Valley grew by 33% in 2019 outperforming the S&P which increased by 29%.

Of all the areas touted as the ‘next Silicon Valley’ – Austin, Denver, Portland *et al* – the Tri-Valley has one big advantage in that it is physically adjacent to the original. Coupled with outstanding education institutions, competitive real estate markets and accessibility it is easy to see why the region is on the upswing.

Innovation has long been core to the local landscape. For Brandon Cardwell, founder of the startup incubator Daybreak Labs, the region is a fertile seeding ground for entrepreneurs.

“In terms of infrastructure, talent, capital and space, the Tri-Valley screams at those people to turn ideas into something that will grow,” Cardwell said.



DAYBREAK LABS



**Veena Kaul, vice-president of Kensington Labs with one of the wafer-handling robots the company makes.**



SEB/T / PAOLO VESCIA

Daybreak is funded by Tri-Valley community partners led by the City of Livermore.

“Our observation is that there is a large and growing community of scientists and engineers living and working in the Tri-Valley, many of whom have made technical discoveries that might turn into successful businesses,” Cardwell said.

Daybreak currently has 15 companies operating from its HQ space, many with ties to the two national labs in Livermore. Helping bring innovators and experienced entrepreneurs together is one of the key parts of the Daybreak philosophy.

“These scientist entrepreneurs need access to experienced entrepreneurs for mentorship, a peer community for moral support and problem solving,” Cardwell said.

Welcoming more businesses is helping to change the demographics of the region. “The Tri-Valley is becoming increasingly multicultural as more Bay Area residents discover its appeal,” Cardwell said. “The region has done a good job of embracing economic growth and welcoming newcomers while maintaining a strong sense of community and small-town feel.”

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## Real Estate outlook

Over the last decade Tri-Valley office space has had one of the highest vacancy percentages in the Bay Area. Emerging trends in the commercial real estate market, partly influenced by the recovery from the Covid-19 pandemic, suggest that is about to change.

### Appeal of suburban workplaces

“We expect to see increasingly more regional offices as companies get away from public transportation, high rise offices, and desire more decentralization to be closer to where people live now,” said Mark Triska, Executive Vice-President at Colliers International.

The appeal of city offices in dense urban settings has waned since the coronavirus changed many people’s working situations. With over 4.5 million square feet of office and R&D space currently available the Tri-Valley has options to suit companies of all sizes.

### Economic advantages

“Now that companies are beginning to consider suburban office markets in an attempt to spread out across the Bay Area and avoid public transportation, the Tri-Valley may get the attention it deserves,” said Kevin Beaumonte, Vice President at Hughes Marino.

The Tri-Valley’s proximity to Silicon Valley and San Francisco, highly educated workforce and quality of life differentiates it from other locations, Beaumonte said, and could be a major draw in recruitment negotiations.



**Kevin Beaumonte,**  
Vice President,  
Hughes Marino

The current state of the market, with plenty of options available, is favorable to tenants. Companies who get in early could benefit in the long run.

“The underrated aspect of the Tri-Valley is what happens when you mix these draws with an abundance of commercial vacancy, it gives tenants extremely strong negotiating leverage,” Beaumonte said.

These factors could be a potent combination for companies basing themselves in the Tri-Valley in years to come. “This can position a company for long term success and is the true secret sauce,” Beaumonte said.

### Quality of life

For Brian Lagomarsino, Executive Vice President at Colliers International, space is one of the great advantages the Tri-Valley has over more urban markets. And landlords are using it to provide a new kind of working environment.

“A mid-rise office building, where employees can choose to take the stairs 3-4 floors to get to the office, avoiding the cramp, shared elevator space altogether, will be desirable,” Lagomarsino said. “In the East Bay many of the landlords have activated their stairwells – these are now featured as amenities.”

The benefits for companies and employees will manifest in the months ahead, Lagomarsino said. “The East Bay offering will provide a higher level of safety, a reduced commute, and real estate cost savings for companies and the workforce and ultimately a better quality of life.”



“We see families relocating here. They want more space, they want a yard, we have great public schools.”

**Lauren Moone,**  
Executive Vice President,  
Mirador Capital

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For Cardwell, the Tri-Valley offers the best of both worlds. “I’m an entrepreneur but that doesn’t mean I can’t be home in time for my son’s baseball game,” he said.

Robotics manufacturer Kensington Laboratories had been looking for a new home for a while when they found a suitable building in a great location in Dublin in 2015.

Kensington was based in Hayward at the time and company leaders were initially concerned about the travel impact for staff, who lived all over the Bay Area. But the new location, near a freeway interchange, cut commute times and boosted morale.

“Our employees have found a better work-life balance,” said Veena Kaul, Kensington Labs’ Vice President. “The company has also been able to tap into a diverse, talented and well-educated workforce in the Tri-Valley area.”

Kensington products are used all over the world, but its workforce is local. Since moving to Dublin the growth of the business means that they have expanded headcount and are looking to fill more positions.

“I am glad we made that decision,” Kaul said. “The return on that investment has been great.”

In the decade since 2010 the Tri-Valley population has grown by 17.3%, almost double the rate of San Francisco,

#### WORK SPACE COSTS Q4 2019

**\$2.80/sq. ft.**

Average cost of commercial real estate in Tri-Valley

**\$5.92/sq. ft.**

Average cost of commercial real estate in San Francisco

9.8%, or Silicon Valley, 9.1%. People, businesses and funding are flowing into the region. As the wider economy begins to recover from the Covid-19 pandemic this growth could well continue.

“We’re able to pull a little talent and capital from that resource pool while still offering better quality of life than many parts of the entire Bay Area,” said Lauren Moone, Executive Vice President at Mirador Capital.

Proximity to nature, hiking trails, wineries and a real estate situation that means by Bay Area standards, a home with a garden and room to think, is not inconceivable for many Tri-Valley residents.

“We see families relocating here,” said Moone. “They want more space, they want a yard, we have great public schools. There’s just a general sense of community, in my opinion, that’s hard to find in a lot of other parts of the Bay Area.”

The numbers certainly stack up in the Tri-Valley’s favor. Across the region, commercial real estate averaged out at \$2.80 per square foot in the fourth quarter of 2019. In San Francisco it was more than double that at \$5.92.

“We find that companies like coming here, especially earlier stage startups, to extend their capital runway from the venture dollars that they’ve raised,” Moone said. “They also like the type of work space we have here.”

In 2015 Mirador Capital launched the Mirador Tri-Val-

## Local business profiles



COURTESY OF TIM HARKNESS

### Unchained Labs

Tim Harkness was riding his bike along Pleasanton Ridge when inspiration hit. He had sold his second company, Protein Simple, the day before and conceived his next successful venture, Unchained Labs, somewhere on the hills above his Pleasanton home. That was at the tail end of 2014, Unchained launched in February 2015 with \$25 million in funding.

Harkness and his team focus on life science and biotech acquisitions of companies that have technology with market appeal. Unchained accelerates products toward the market in highly effective ways as the company had \$50 million in sales in 2019.

Harkness said, “The business is all about the people and people are everything. If you get the right people, magic can happen,” says Harkness. A lot can happen on a bike ride.

**Tim Harkness, Founder,**  
**Unchained Labs**



**Lui Dussan, Founder, AEye**

### AEye

AEye started life in the Daybreak Labs incubator program in Livermore and now has one of the biggest commercial real estate footprints in the Tri-Valley. Driven by the growth of the team and increased funding, AEye recently moved to a new 55,000 square foot complex in Dublin.

The company, whose tagline is “Think like a robot, perceive like a human,” produces hardware and software for use in autonomous vehicles. Founder Lui Dussan is a former NASA, Lockheed Martin and Northrop Grumman engineer.

Driven by the growth of their team and increased funding, AEye moved to a new 55,000 square foot complex in Dublin in 2019.

“The region has done a good job of embracing economic growth and welcoming newcomers while maintaining a strong sense of community and small-town feel.”

**Brandon Cardwell**, founder, Daybreak Labs

ley Index (MTVX) to track the performance of publicly listed Tri-Valley companies.

As of 2019 the MTVX was up 208% for the trailing three years versus the S&P which was up 144% over the same period. The figures for the preceding 10 years give an even clearer indication of the growth of the Tri-Valley. The S&P was up 290% over the preceding decade while the companies in the MTVX portfolio had grown by 982%.

Relationships are central to Mirador's investment philosophy and many of their best performing investments have been in companies that they have known about for years. The power of connectivity is a strong part of the Tri-Valley business ecosystem.

“We know of multiple founders or co-founders who live in nearby neighborhoods and so they decide to start their business here,” said Moone. “Having lived and worked in San Francisco and on the peninsula, the Tri-Valley feels much more collaborative.”



**Jamil Abo-Shaeer**

## Vector Atomic

Accessing the specialized equipment at the Lawrence Livermore National Laboratories was crucial to the success of Vector Atomic. The company builds atomic sensors based on quantum technology which can be used in GPS in satellites and submarine navigation. This technology makes GPS navigation more accurate and resilient.

The entrepreneurship program and work space at the Lab's Advanced Manufacturing Lab allowed Vector to build a business that is expanding rapidly.

CEO Jamil Abo-Shaeer and the other Vector founders were previously Silicon Valley based but have all moved to the Tri-Valley. Being based here provides a quality of life that is not possible in other parts of the Bay Area and the proximity to the Labs ensures that cutting-edge equipment is on the doorstep.



**Rodney Worth**

## Worth Group

Rodney Worth grew up with a love of food. While enrolled in the culinary program at Diablo Valley College, he worked part-time at Wente Vineyards where he was first exposed to a whole new world of cooking. His entrepreneurial spirit took flight after working with several renowned chefs, and he soon brought The Peasant and The Pear to downtown Danville.

Rodney is a six-time winner of Diablo Magazine's "Best Chef" award, also garnering coverage from Michelin, Zagat and *Bon Appetit* magazine. Rodney's charm and smile are what put him on the map of culinary greats in the Bay Area, but his unique menu and commitment to sustainability and local and organic products are what have kept him there.

# Uniting diverse interests for a collective goal

At the heart of the 2040 Innovation Tri-Valley Vision Planning lies a healthy slice of competition. With public and private sector stakeholders, from five cities and two counties, in the fastest growing region in the Bay Area, this is hardly surprising.

But rather than any civic rivalry it is a sense of collective desire for a better future that drives the Innovation Tri-Valley's 2040 plan. All the stakeholders involved want to see the Tri-Valley maximize its potential.

The Tri-Valley's growth in population and employment places it at the top of the list of fastest growing sub regions in the Bay Area. To accommodate that growth the Bay Area Council Economic Institute, recommended that Innovation Tri-Valley (ITV) convene a cross sector group of stakeholders to compile a 2040 vision for the region.

The project brings together Tri-Valley leaders from public and private sector organizations to formulate strategies around housing, transportation, workforce development and education as well as innovation and entrepreneurship.



**Dale Eldridge Kaye**, Founder and former CEO, Innovation Tri-Valley

“Giving divergent voices the chance to speak can be complex” said former CEO and founder Dale Kaye, “but to produce a vision with big ideas, we need input from a diverse and large group of stakeholders.”

With the onset of Covid-19, workshops were added to mirror the needs of a region during and after a pandemic.

Alameda County Supervisors Scott Haggerty, Nate Miley and Contra Costa Supervisor Candace Andersen, have been central to the origin and growth of the project, as have the five Tri-Valley mayors.

“Supervisor Haggerty was the first elected to help fund the plan. He is a thought leader,” said Steve Lanza, ITV Board Chair. “All of our elected leaders have contributed and will continue to help lead the way to a better future for the region.”



**Steve Lanza**, Board chair, Innovation Tri-Valley

Representatives from both Lawrence Livermore National Laboratory and Sandia National Laboratory are part of the process “As R&D leaders they are constantly looking at what impacts the future of the world, not just the Tri-Valley. We are incredibly fortunate to have accomplished global strategists giving input to the 2040 plan,” said Lynn Naylor, ITV's CEO.

The diversity of interests in the group allows for unique knowledge exchanges. Real estate representatives, CEO's of hospitals and biotech companies, as well as start-ups have been able to share information that may reflect emerging trends as the economy begins to recover from the pandemic.

Jeff Bellisario, Executive Director of the Bay Area Council Economic Institute, sees connectivity and communication as increasingly important in the post-pandemic world. Building interactive spaces that increase opportunities for serendipity will be a key part of the recovery and the 2040 plan, he said.

One of the biggest goals is for a university campus to be established in the Tri-Valley. Almost all innovation hubs across the country, are connected to a university.

“The plan which will be released in 2021 is ambitious and encourages its members to think big while focusing on ideas that will be feasible from a policy standpoint. “What will roads look like in 20 years? How big will autonomous vehicle usage be in 2040? Will public transportation hubs need parking spaces in the future? Our questions all have to be considered through a forward-thinking lens,” said Dale Kaye.

# Sector leaders find sweet spot in Tri-Valley

**D**eciding where to base a company is a hard decision. But the culture and infrastructure of the Tri-Valley make it an easy place to do business. Increasing numbers of innovative industry leaders are deciding to base themselves here.



STRIKING DISTANCE

**Striking Distance game development chose Bishop Ranch for its new headquarters. The complex provided competitive pricing, room to grow, and abundant amenities.**

## Striking Distance Studios

For Striking Distance Studios, one of the biggest names in the gaming industry, San Ramon had a number of advantages that the traditional hubs of game development couldn't provide.

"It gave accessibility and opportunity and options," said Striking Distance COO Stacy Hirata. "It allowed us to look at people and tap into talent."

Striking Distance is a subsidiary of PUBG, a South Korean gaming behemoth. CEO Glen Schofield is an industry veteran associated with infamous games such as Dead Space and Call of Duty. And Striking Distance's debut title, a 'narrative game based on the PUBG universe,' is one of the most eagerly anticipated releases in the \$150 billion global gaming industry.

Based in 25,000 square feet of the Bishop

Ranch complex Striking Distance have created a cutting-edge studio that allows them to bring many elements of game production under one roof. There are motion capture stages, sound recording booths and enough space to keep creative minds inspired.

"When we are building games and entertainment, and storytelling, you really want your team to feel that they can be in a creative space and feel comfortable," Hirata said.

Striking Distance staff often venture onto the hiking and biking trails around Bishop Ranch when they need inspiration, Hirata said. The Tri-Valley brings the company, and its team, a host of other benefits too.

"The amenities in the area are incredible," Hirata said. "It's a growing area, you're seeing a lot of commerce come in, a lot of corporations moving into the area."

Luring one of the biggest names in gaming

is significant for the Tri-Valley business community. Striking Distance have built a unique facility with room to expand further. Other companies will surely take note.

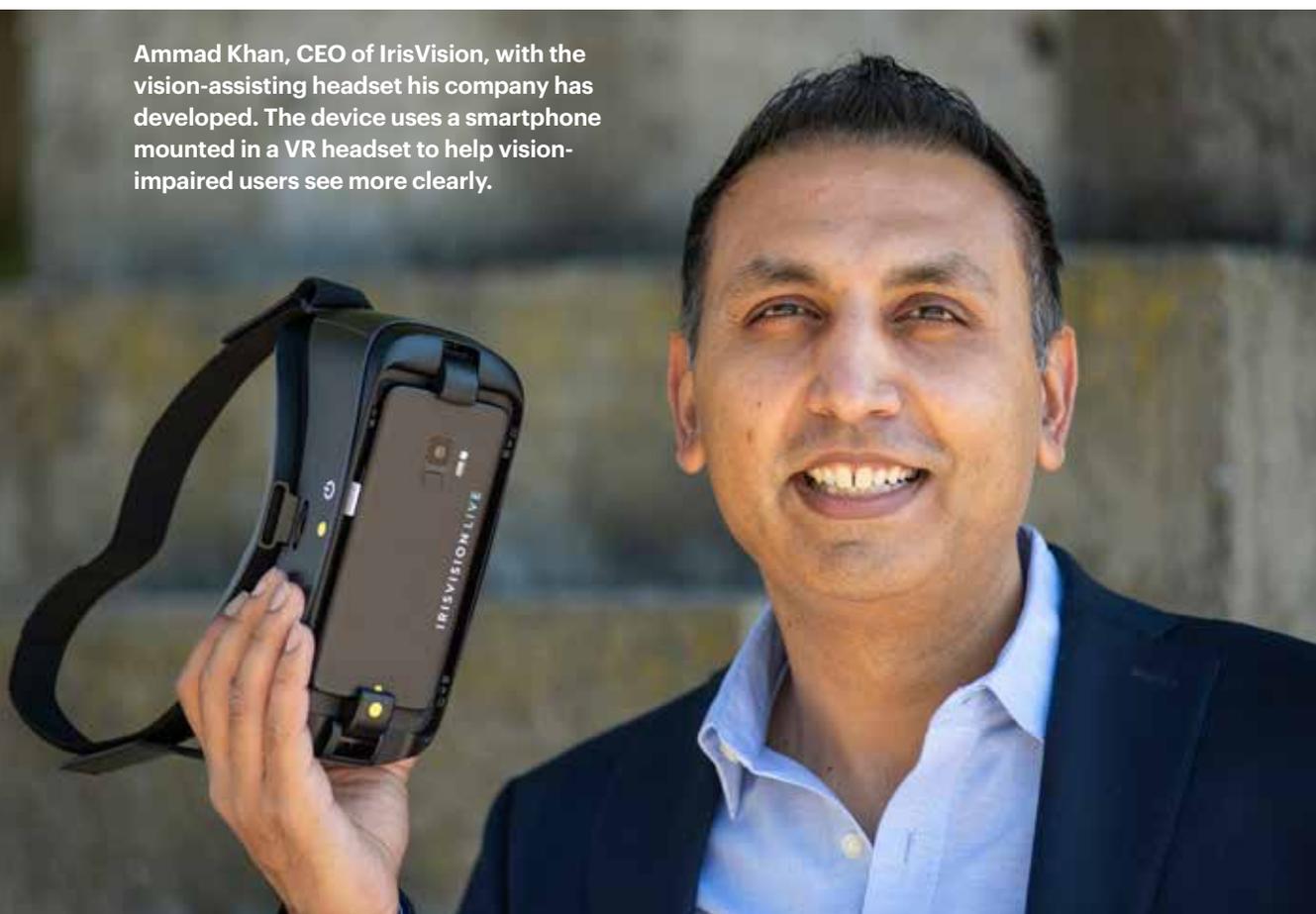
"Bishop Ranch allowed us that ability to have a space that was efficient but also had the ability to scale for us, because we have the space out there," said Hirata. "I think it's inspirational in a way and I hope that it inspires other companies to think outside the normal."

## Snowflake

Cloud-based data-storage startup Snowflake was founded in San Mateo in 2012 and established a second location in Dublin this year. The move was all about talent and quality of life.

"As a company with a rapidly growing workforce, Snowflake is continuously look-

Ammad Khan, CEO of IrisVision, with the vision-assisting headset his company has developed. The device uses a smartphone mounted in a VR headset to help vision-impaired users see more clearly.



SFBT / PAOLO VESCIA

**“The Tri-Valley has a strong talent pool and the benefit for the team of avoiding long commutes while contributing to a fast-growing, venture-funded tech company.”**

**Ammad Khan,**  
CEO IrisVision

ing for top-tier talent in all areas of our business to help power our growth,” said Warrick Taylor, Snowflake’s VP, Global Workplace and Real Estate.

“With its advantageous geographic location and affordable housing options, Tri-Valley draws a world-class talent pool from the East Bay, San Jose, and Central Valley,” Taylor said.

The amenities of the Tri-Valley coupled with the favorable local real estate market mean companies and employees can acknowledge quality of life and well-being. Snowflake topped LinkedIn’s list of the best startups to work for in 2019

Accessibility is also important, Taylor said - with shorter commutes people can spend more time with family or pursue hobbies. For a company like Snowflake, expanding and making waves in the competitive cloud-data-storage market, that could be an advantage.

“The Tri-Valley area offers a lower cost of living, good mass transit, and a culture that fosters family growth and prosperity,” Taylor said. “Life here attracts professionals and their growing families - the talent with the skills that Snowflake needs.”

**FormFactor**

Livermore-based FormFactor manufactures semiconductors and was one of the best performing Tri-Valley companies on the Nasdaq last year. FormFactor stock appreciated by 84.3% in 2019 and it reported strong 2020 Q2 results with predicted future growth.

Being based in the Tri-Valley carries further benefits for the company. “It’s been a sweet spot for us in terms of the kind of workforce we’re able



STRIKING DISTANCE

*“You really want your team to feel that they can be in a creative space and feel comfortable.”*

Stacy Hirata, COO, Striking Distance

to attract,” FormFactor CEO Mike Slessor told Mirador Capital earlier this year.

“Over the hill we have Tracy, Stockton and the Central Valley, but we can also tap into the engineering and tech population that drifts towards San Jose and the Bay Area. It’s really nice for our business,” Slessor said.

**IrisVision**

Access to a highly-skilled workforce is one of the primary reasons IrisVision decided to locate in Pleasanton. IrisVision produces wearable devices to assist people with low vision conditions to see better.

The company has won a host of awards and contracts including from the U.S. Department of Veteran Affairs and is expanding rapidly.

“The Tri-Valley has a strong talent pool and the benefit for the team of avoiding long commutes while contributing to a fast-growing, venture-funded tech company,” said CEO Ammad Khan.

The work IrisVision does to help restore sight, is serious and potentially life-changing. But their location allows for some relaxation around this important science.

“Pleasanton has been great for team building, either formally or informally,” Khan said. “We’ve found many options hosting meetings, but with a fun twist like bocce ball or wine tasting afterward.”

For companies looking to innovate, attract the best talent and keep their employees happy, the Tri-Valley could be the perfect location.



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Chabot and Las Positas Colleges both provide an educational foundation for transfer to a four-year college/university, career and technical education (CTE) certificates, and life-long learning opportunities. A combined student population of more than 29,000, they represent the Bay Area and Central Valley, as well as other states and more than 40 foreign countries.



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**CURRICULUM RELEVANCY** ensures that our students benefit from the latest and most innovative curriculum available; this requires constant, active improvement.

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# National Labs cultivate entrepreneurship

**T**he Lawrence Livermore National Laboratory (LLNL) and Sandia National Laboratories have made a huge contribution to the attraction of talent and culture of collaboration in the Tri-Valley.

The Labs embrace an entrepreneurial culture that encourages scientists and engineers to explore ideas outside the confines of traditional job specifications.

“When I started in the lab system it was very quiet, we didn’t talk a lot outside our work environments,” said Rich Rankin, Director of the Innovation and Partnerships Office at LLNL. “Science is not a hide in your laboratory and publish a paper once in a while exercise anymore.”



**Rich Rankin,**  
Director,  
Innovation and  
Partnerships  
Office, LLNL

Two programs have been central to the shift in culture at the Labs; The National Laboratory Entrepreneur Academy (NLEA) and the Energy i-Corps program. Lab scientists and engineers receive training from professors and business professionals to think entrepreneurially about their work and approach discussions with the business community with confidence.

“Not necessarily with the idea that they could all run out and start a business,” said Rankin. “But by so doing we could end up with people who could speak the language of business, that they understood how businesses operated.”

To date, more than 200 LLNL scientists and engineers have taken part in the NLEA program, with seven teams participating in the Energy i-Corps. Millions of dollars have followed for some of the ideas developed in the programs, Rankin said.

MECS is a former LLNL i-Corps team that developed tiny bead-like objects to capture CO<sub>2</sub>, so it can be re-purposed. They have partnered with craft breweries to capture CO<sub>2</sub> in the brewing process that can then be reused later, providing a cost saving and environmental benefit.

The results of the programs could stretch beyond the Labs into wider society, “by developing technology that will speak to government need and has a commercial use and potential beyond that,” said Rankin.

Expertise from the Labs has certainly been used to benefit the greater good over recent months. LLNL has offered Covid-19 researchers from around the world access to its high-power computing facilities to help speed efforts to fight the coronavirus, while two scientists from Sandia are genetically engineering an antiviral countermeasure for Covid-19 using the genome editing process, CRISPR. When this is finalized it will be shared with groups outside the lab for fur-



**Lawrence Livermore National Laboratory encourages its scientists and engineers to think like entrepreneurs.**

ther testing and possible treatments.

Another Sandia team is using advanced data modelling and software engineering techniques to create short-term estimates of new Covid-19 cases in specific locations. These techniques allow the group to use publicly available data to provide confident estimates about new cases across the world and can be used to gauge the effectiveness of interventions over time.

The Labs are among the biggest employers in the Tri-Valley and studies from IMPLAN (Impact Analysis for Planning) estimate their \$3 billion annual budget yields nearly \$5.7 billion in economic impact.

For Stephanie Beasley, partnerships officer at Sandia, offering scientists and engineers the chance to operate outside of the Labs encourages ambitious thinking and helps ideas become products.

“Maturing cutting-edge technology can be the biggest hurdle to transferring innovations from the lab to the marketplace, through these programs, Sandia is streamlining the process,” Beasley said.

The ‘Entrepreneurial Separation for Tech Transfer’ scheme allows lab staff to enter the business world and return to their previous position if ventures don’t work out. For Beasley, this attitude helps reinforce the Labs position in the wider Tri-Valley ecosystem.

“The Tri-Valley is the fastest growing innovation hub in the Bay Area in part because of programs at the Labs and regional innovation accelerators that welcome lab researchers to participate and partner with their startups. The innovation community is thriving because of a culture of collaboration and exploration,” Beasley said.

The spirit of collaboration at the Labs is fueling innovation that is feeding back into the wider economy.

“We say we are open for business and we mean it,” Rankin said.



“The innovation community is thriving because of a culture of collaboration and exploration.”

**Stephanie Beasley,**  
Innovation and Partnerships  
Officer, Sandia

## THE NUMBERS: Lawrence Livermore National Laboratory (LLNL) and Sandia National Laboratories

**\$3 billion**

Combined Tri-Valley budget of Lawrence Livermore and Sandia labs.

**\$5.7 billion**

Economic impact of labs.

**9,021**

Total employees; LLNL and California-based Sandia

**719**

Total commercial licenses; LLNL and Sandia

# 7 STEPS

*to better O-A-K air service*



**1** Fly OAK First!

**2** Search for OAK when shopping

**3** Adopt an OAK First corporate travel policy

**4** Ask visiting clients to fly OAK

**5** Encourage visiting friends and family to fly OAK, too

**6** Execute corporate sales contracts only with airlines that serve OAK

**7** Make your voice heard, answer airline surveys affirming your preference for OAK

**I  OAK FIRST**

Capture the power of the East Bay

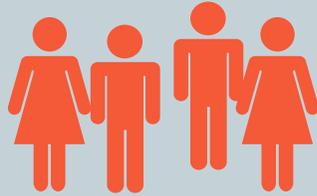
# Tri-Valley by the Numbers

The Tri-Valley has experienced tremendous economic growth in the past few years. As Lauren Moone, Executive Vice President of Mirador Capital Partners, explains, "Tri-Valley businesses have a unique geographic advantage, combining proximity to the best the Bay Area has to offer in terms of talent, technology and investment capital, with relatively more affordable real estate and a high quality of life."



## Population

**364,035**



## Median Household income

**\$102,803**

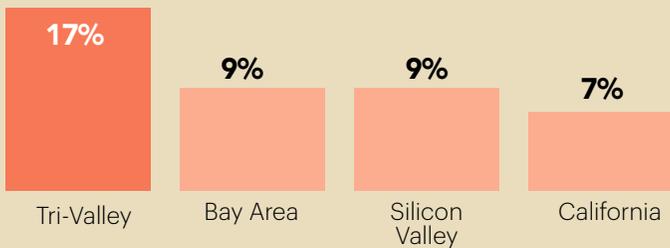


## Major Tri-Valley Employers

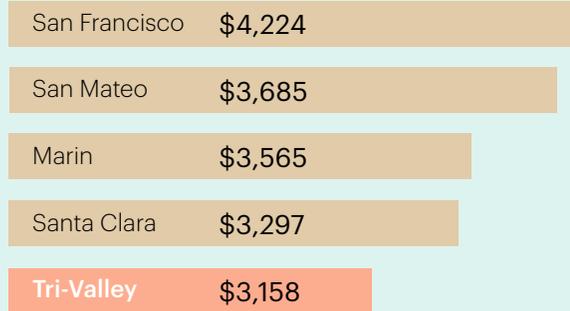
- Accenture LLP
- Bank of the West
- Chevron
- Compass Inc
- Kaiser Permanente
- Lawrence Livermore National Lab
- Livermore Valley Joint Unified School Dist.
- Oracle
- Patelco
- Robert Half International
- Ross STORES
- Safeway
- Sandia National Laboratories
- San Ramon Valley Unified School District
- Stanford Health Care – ValleyCare
- TRINET
- Workday
- Zeiss

## Population growth

Percent growth 2010-2019

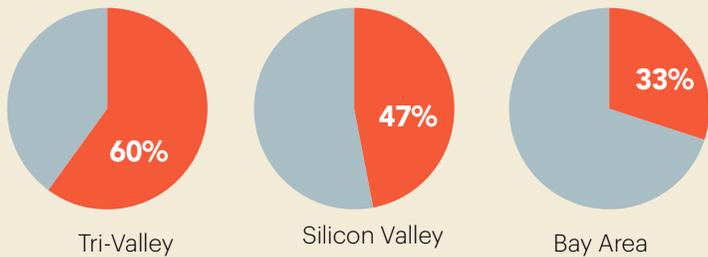


## Median residential rent



## Higher education

Percent with a bachelor's degree or higher



## Median home price

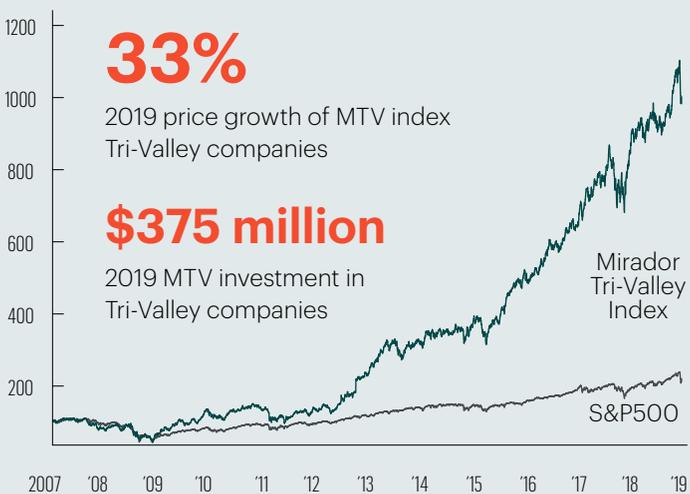


## Look Who Else Is Innovating Here

- 10X Genomics
- Amazon
- AT&T
- Boeing
- Cisco
- Comcast
- Ellie Mae
- GE Digital
- IBM
- John Muir Health
- Metlife
- Morgan Stanley
- Oracle
- Robert Half
- Saba
- SAP
- Snowflake
- Tesla
- Toshiba
- Toyota
- Vericool
- Verizon

## Mirador Tri-Valley Index

Mirador Capital Partners invests in Tri-Valley companies.



### Returns on MTV index vs S&P 500

	2019	3-year	10-year
MTVX	<b>33%</b>	<b>208%</b>	<b>962%</b>
S&P 500	29%	144%	290%

## Commercial rents

Monthly office rents per square foot

	Rent/sf	Vacancy rate
Tri-Valley	<b>\$2.80</b>	<b>10.2%</b>
San Francisco/ Peninsula	<b>\$5.92</b>	<b>5.4%</b>
San Jose/ Silicon Valley	<b>\$5.18</b>	<b>5.0%</b>
Oakland	<b>\$4.63</b>	<b>7.0%</b>

Data courtesy of Mirador Capital Partners and their 2020 research on Tri-Valley investment activity. Full report can be found at miradorcp.com. Additional data supplied by the Bay Area Council Economic Institute as published in the TRIVALLEY RISING REPORT.



# Open Spaces and Urban Advantages



**B**usiness leaders are attracted to the region for its entrepreneurial spirit and innovation, while employees love the life style and amenities that come with living here.

“In this growing world of working from home, or at least as close to home as possible for a richer, higher quality of life; the Tri-Valley scores big on all fronts,” said Tracy Farhad, president and CEO of Visit Tri-Valley.

“The Tri-Valley provides all the urban advantages without the congestion and hustle of urban living. That translates to open space, parks, hiking and biking trails, wide streets and five downtown districts with shopping, fine dining and craft breweries such as Altamont Brew,” said Farhad.

Accessibility is invariably cited as a key benefit of Tri-Valley life too. Central to this is nearby Oakland International Airport (OAK).

The proximity of a major airport is a crucial element of the local economy, carrying people and goods in and out of the region. Passenger volume has decreased since March but as thoughts turn to recovery OAK will play an increasingly important role in the future of the

Tri-Valley and East Bay.

“In the U.S., in recent decades, areas that have significant airports close-by have thrived. And so have the companies that directly benefit from that convenient and reliable access,” said Bryant L. Francis, Port of Oakland Director of Aviation.

OAK is the closest major airport to the Tri-Valley, easily accessible by road or the BART network. Using the closest airport to home is not only a convenient but also an environmentally responsible choice.

“OAK is ideally positioned not only to help Tri-Valley companies use its staff time more effectively but also help

the Tri-Valley attract more companies recognizing that a nearby, easily accessible thriving international airport is a true asset,” Francis said.

For Read Phillips, owner of Beets Hospitality, the leisure options in the Tri-Valley mean there is something for everyone to enjoy. “There is a great combination of both slow-paced mobility and enough cultural opportunity to feel engaged but not frantic,” she said.

Corporate events for leaders from LinkedIn, Roche Molecular and Kaiser Permanente frequent the calendar of the events and catering company that Phillips founded, as they operate two stunning venues in Livermore wine country, Casa Real at Ruby Hill Winery and the Palm Event Center in the Vineyard. Host to



Since 1883, the Wentz Family has been innovating in breathtaking Livermore Valley Wine Country.

**“OAK is ideally positioned not only to help Tri-Valley companies use staff time more effectively but also to help the Tri-Valley attract more companies”**

**Bryant L. Francis,**  
Director of Aviation,  
Port of Oakland

as many as 270 weddings in recent years, Phillips remains buoyant about the months ahead.

“Our venues are very large, and we have beautiful outdoor patios for socially distanced events,” she said. “Our employees are working tirelessly with our displaced clients to secure new dates and we are so anxious to start servicing our guests again.”

The Wente family was producing wine and serving guests in the Livermore Valley, nestled in rolling the Tri-Valley region, long before the area was known by that name. Since 1883, the Wente’s have continually played an essential role in supporting and cultivating the farming community as it blossomed into the thriving, innovative region it is today.

“The Tri-Valley and the Livermore Valley have been our home for 137 years,” said Aly Wente, director of marketing at Wente Vineyards.

The Livermore Valley is excellent wine-growing terrain. There is regular morning fog and, uniquely in California, the valley runs west-to-east. Every afternoon a breeze rolls in directly off the San Francisco Bay to cool the grapes. The Wente Family has brought home international wine awards for decades and their vineyard tours and tasting rooms are a major draw for locals and tourists alike.

The Wente team has been highly innovative in recent months bringing five generations of wine-wisdom directly to people’s homes, as they have ramped up online sales and launched their own virtual wine tasting app.

“We’ve learned a lot in the last few months,” Wente said. “We really look forward to seeing our customers and friends again at the property.”



Casa Real is a favorite Tri-Valley corporate event space.



“Our venues are very large, and we have beautiful outdoor patios for socially distanced events.”

Read Phillips, owner of Beets Hospitality

CANDICE RANA / COURTESY OF VISIT TRI-VALLEY

BEETS HOSPITALITY

## Local Investment Benefits Local Entrepreneurs

Relationships are a central part of the Tri-Valley Ventures investment strategy – they rarely back a company or founder they don’t already know.

“The idea of local investors benefiting from the success of local companies was certainly appealing to our initial investors,” said Greg Hitchan, co-founder and managing partner of Tri-Valley Ventures.

“Most of the companies we invest in are people we’ve known for a while,” said Hitchan.

“Silicon Valley started with companies that knew each other, a handful of investors, a handful of companies, and grew from there,” he said. “I think there are some parallels with the Tri-Valley in that sense, how an ecosystem starts with a handful of growing companies.”

Known for being highly collaborative and welcoming to new cohorts, the region is now home to more than 450 technology companies, with two national labs and dedicated startup

incubators and accelerators propelling entrepreneurship across the region.

Hitchan sees increasing opportunity for the Tri-Valley to attract and welcome early-stage businesses and investment opportunities. Access to a highly skilled and educated workforce, coupled with reasonable real estate and a vibrant innovation culture, make the region attractive to businesses seeking to grow.

“I think it is just going to facilitate more and more local startups.”

**Greg Hitchan,**  
Co-Founder and Managing Partner, Tri-Valley Ventures

“This is such a highly concentrated group of entrepreneurs and technical expertise that I think it is just going to facilitate more and more local startups,” Hitchan said. “And that’s the opportunity we’re so well positioned to play a significant role in, being the first and only regionally focused Tri-Valley venture fund.”

Tri-Valley Ventures was founded in 2017 by Mirador Capital Partners to invest in early-stage, privately-held, local companies.

## TRIVALLEY JOBS OPEN TODAY

At Companies You’ll Love to Work For

Connect to job opportunities in the TRIVALLEY right now and join one of the most vibrant and dynamic communities in the Bay Area.

See what companies are hiring!

[TRIVALLEYCONNECT.ORG](http://TRIVALLEYCONNECT.ORG)



# BUILDING A SAFER BAY AREA



Owner: Brookfield Properties Development | Photographed by: Club Soda Productions



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# Moving Forward with Light Rail

**B**ig infrastructure projects could play a vital role in the economic recovery from the Covid-19 pandemic. One of the biggest projects in the Bay Area, the Valley Link Light Rail, already has a huge swell of support from communities, businesses and politicians. It may now be more needed than ever.

“We are moving forward with even more urgency than before,” said Alameda County Supervisor Scott Haggerty. “It is critical to be as shovel-ready as possible as federal stimulus funding for infrastructure may be on the horizon.”

The Valley Link project would provide a public transport link connecting Central Valley communities to the cities of the Tri-Valley and the BART system. But the benefits extend far beyond logistics.



**Tim Sbranti,**  
Director of Strategic Initiatives, ITV Leadership Group; former Dublin mayor

An estimated 93,400 Bay Area workers now live in Northern San Joaquin County. The only commuting option is the Altamont tunnel and already clogged road networks. Pre-pandemic commute times averaged 78 minutes each-way.

The cost to the environment, economy and families is clear. Spread over a year those commute times average out to 28 days spent sitting in traffic. “This includes those delivering essential services to the Bay Area - firefighters, police, nurses and teachers, many of whom have been priced out of the communities they serve by rising housing costs,” Haggerty said.

The Valley Link project could open up this system and bring some much-needed workforce housing developments with it.

“The time to advance this affordable, cost-effective solution is now - estimates show each year of delay could escalate cost by approximately \$60 million per year” Haggerty said.

When the pandemic shutdown large swathes of the economy in March, traffic on California highways plummeted. Now, four months later, roads are starting to get congested again. One of the first segments to experience this congestion was I-580 and the Altamont corridor.

“We have essential workers and others in the service sector who simply do not have the option of working

from home,” said Haggerty.

The project will provide an estimated 22,000 jobs during construction with an associated economic impact of \$3.5 billion. When operational, Valley Link would support 400 jobs per year, with labor income of over \$19 million and \$69 million in business sales annually, Haggerty said.

Those kinds of numbers look appealing in an ailing economy desperate for growth.

“Valley Link is now even more vital to our economy given the recovery needs we are now facing,” Haggerty said. And the downturn facing much of the economy could make this the ideal time to invest in large scale infrastructure.

“It is very likely that Valley Link can take advantage of the current favorable bid climate to get the project constructed at savings of potentially hundreds of millions of dollars,” said Tim Sbranti, Director of Strategic Initiatives for Innovation Tri-Valley Leadership Group and former Mayor of Dublin.

Bay Area traffic is predicted to increase 75% from 2016 levels by 2040, which Sbranti feels will have a negative impact on the local economy. In addition to the economic impacts, Sbranti also notes that given the capacity of Valley Link to carry 28,000 daily rides it could make a potentially huge contribution to greenhouse gas emission reductions.

“We all benefit from improved air quality and a cleaner environment,” Sbranti said. “Furthermore, If meaningful connections like Valley Link aren’t made soon between where people actually can afford to live with where they work, it is very likely that many Bay Area companies will simply leave the region.”

For Supervisor Haggerty, Valley Link represents something deeper than a rail line between the Tri-Valley and San Joaquin County.

“For many, transportation is more than getting from point A to B,” he said. “It supports equality. It connects us. It gives many the hope for a better future.”

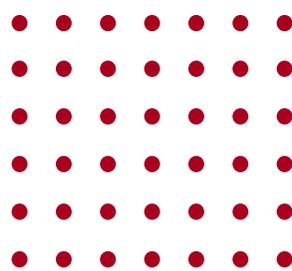


**“For many, transportation is more than getting from point A to B. It supports equality. It connects us. It gives many the hope for a better future.”**

**Scott Haggerty,**  
Alameda County Supervisor

**The Valley Link project would provide a public transport link for more than 93,000 Bay Area workers who now rely on a single highway for their commute - at an average one-way drive time of 78 minutes.**





**Stanford**  
**HEALTH CARE**

STANFORD MEDICINE

**ValleyCare**

# on your list of safe places to go

“Stanford Medicine is probably one of the safest places you can be.  
We are taking every precaution.”

—Mary Hawn, MD | *Chair of the Department of Surgery, Stanford Medicine*



*Awarded the highest quality  
ranking by the Centers for Medicare  
& Medicaid Services (CMS)*

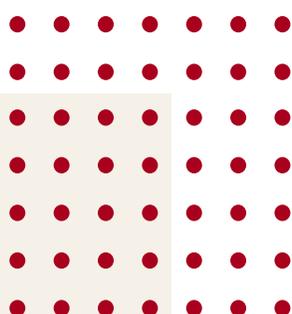
At Stanford Health Care – ValleyCare, we are raising standards at all of our locations to create a safe environment for our patients and staff.

- Employees are tested for COVID-19 using methods developed by Stanford Medicine.
- Every individual entering our facilities is given a mask and screened for symptoms of COVID-19. Those with symptoms are directed to a separate waiting area.
- Appointment check-in is available through the MyHealth app, reducing patient queues and use of shared devices.
- Medical teams have sufficient personal protective equipment (PPE), including gowns, gloves, and masks.
- Waiting rooms and clinics are arranged for physical distancing.
- A restricted visitor policy and expanded access to video visits limit the number of people passing through.
- Patients are tested before all procedures and surgeries and when visiting the emergency room.
- Enhanced cleaning measures are in place, utilizing chemicals and UV light.
- Specialized filtration systems eliminate the circulation of airborne contaminants.

We are prepared to provide healthcare through this crisis, with safe in-person care and convenient video visits.

To learn more about how we are adapting care, visit:

**[stanfordhealthcare.org/resumingcare](https://stanfordhealthcare.org/resumingcare)**





BISHOP RANCH

# A Better Place To Work

**T**he coronavirus has caused people to reconsider the importance of where they live and work. Quality of life is not an abstract concept in a global pandemic.

Until very recently, urban office space and the amenities of city life, dominated discussions in Bay Area real estate. But that might be about to change.

“The pandemic has prompted a shift in priorities for employers and their employees in favor of locations that allow for a more balanced life and more space, particularly at home,” said Alexander Mehran, Jr., president and CEO of Sunset Development Company.

Space plays a crucial role in contemporary thinking about work-life balance. In urban environments it is at a premium, for companies exploring other options, it is an increasingly valuable commodity.

“Companies are looking for premium workplace environments that will enhance the lives of their employees by offering a healthy work-life balance. They understand that doing so ultimately helps them attract and retain top talent,” Mehran said.

The Tri-Valley, with its unique mix of high-tech companies and research facilities, proximity to San Francisco, Silicon Valley and nature, excellent schools and affordable housing (by Bay Area standards), could be set to benefit as businesses pursue more suburban office space.

Mehran leads Bishop Ranch, the largest mixed-use business park in Northern California.

The ‘20-minute’ lifestyle – housing, work, schools, retail, and leisure in close proximity – is going to be increasingly appealing, he said. After Covid-19 the opportunity to spend time with family friends will see regions like the Tri-Valley grow in popularity.

“As aging millennials start families, they want to live in communities that support and complement their active lifestyles,” Mehran said.

In recent weeks three companies from Silicon Valley and San Francisco have selected Bishop Ranch to provide satellite and regional office space for employees living in the East Bay. And Mehran is confident other companies will follow suit, “we look forward to welcoming them,” he said.

As economies begin to reopen, developments like Bishop Ranch offer facilities that will suit the ‘new normal.’ Sunset Development has partnered with John Muir Heath and Contra Costa Health Services to implement safety measures including daily temperature checks and Q&A screenings at individual office buildings.

The tallest building at Bishop Ranch is five stories, meaning there are fewer safety challenges like

*continued on next page*



**“Companies are looking for premium workplace environments that will enhance the lives of their employees by offering a healthy work-life balance.”**

**Alex Mehran, Jr.**, President and CEO, Sunset Development Company



BISHOP RANCH

**Tri-Valley premium office complexes offer expansive outdoor areas as well as spacious, contemporary buildings. Top: Bishop Ranch lake and dock. Left: Bishop Ranch offices.**



Pleasanton's Hacienda Business Park provides ample space, whether for a single office or an extensive campus for a company headquarters.

HACIENDA OWNERS ASSOCIATION

*continued from previous page*  
multi-story elevators. Ample parking means workers can minimize exposure to public transport. As the Covid recovery begins developments of this type, carefully constructed with space for people to work safely, could become an increasingly prominent part of the future.

"The suburban design characteristics of Bishop Ranch eliminate some of the primary safety challenges of our urban counterparts," Mehran said. "Companies are starting to realize the benefits and advantages of having office space in the suburbs."

James Paxson, general manager of the Hacienda Business Park doesn't focus on the differences between urban and suburban workspaces, but rather on what they share.

"Both types offer advantages," he said. "And in recent years they have increasingly come to borrow from and mimic each other." High-rise towers with rooftop gardens and bespoke coffee shops in business parks are no longer avant-garde design features, though.

Paxson sees space becoming increasingly important in the post-Covid market.

"I firmly believe that 'place' matters," he said. The history and design of the Tri-Valley commercial sector could see it grow in popularity in the future.

"What I find particularly compelling about the Tri-Valley is the attention to place that has been paid in the creation of the living and working environments found in the area," Paxson said.

"Both civic and business leaders have exercised a great deal of care over the years in how the Tri-Valley has developed and that thoughtfulness is witnessed in the outstanding location you see on the ground today."

## Tri-Valley Tech Jobs Today

**W**ith hundreds of technology companies, two national labs and an abundance of startups, it is hardly surprising that the Tri-Valley is a hub for tech jobs.

In July, in the midst of an economic downturn, there were over 800 positions listed on the Tri-Valley job portal.

"The Tri-Valley offers life changing career opportunities right now," said Lynn Naylor, CEO of Innovation Tri-Valley Leadership Group (ITV). "Tri-Valley leaders are already delivering essential economic recovery opportunities for the Bay Area."

"The plethora of tech job openings is evidence that companies located in the region are having a lot of success," said Brandon Cardwell, Executive Director of i-GATE Innovation Hub. "Struggling companies don't do a lot of recruiting."

Cardwell is executive director of i-Gate Innovation Hub that, together with Innovation Tri-Valley Leadership Group, sponsors a job board on [trivalleyconnect.org](http://trivalleyconnect.org).

"Our collective challenge as evangelists is to spread the word the Tri-Valley is a place of tremen-

**“The plethora of tech job openings is evidence that companies located in the region are having a lot of success.”**

**Brandon Cardwell,**  
Executive Director, i-Gate  
Innovation Hub

dous opportunity, and to make sure it is easy for all kinds of people from all types of backgrounds to choose the Tri-Valley," he said.

With San Francisco and Silicon Valley a short, reverse-commute away, housing options across five city markets, a host of wineries, craft breweries, dining and retail options, it is not hard to see why the Tri-Valley is attracting younger demographics.

For Cardwell, this attraction carries responsibility. It is not enough to build great places for people to work if other areas of life are neglected.

"This means investing in the community assets that have made the region such a great place to live so far, as well as understanding what the next generation's skilled workforce will expect from a modern community," Cardwell said.

To find out more, visit [TRIVALLEYCONNECT.org](http://TRIVALLEYCONNECT.org)

# Health Care & Biotech

## Stanford Health Care–Valley Care: A partner with cities to fight Covid-19

**A**s residential and commercial populations in the Tri-Valley continue to grow the need for healthcare services also increases. Stanford Health Care's 2015 move into the Tri-Valley market was timely. The Covid-19 pandemic makes it even more so.

Stanford Health Care – ValleyCare CEO Rick Shumway started his tenure in February 2019. The response to the pandemic, from his organization and others, has played a crucial role in efforts to control the coronavirus locally.

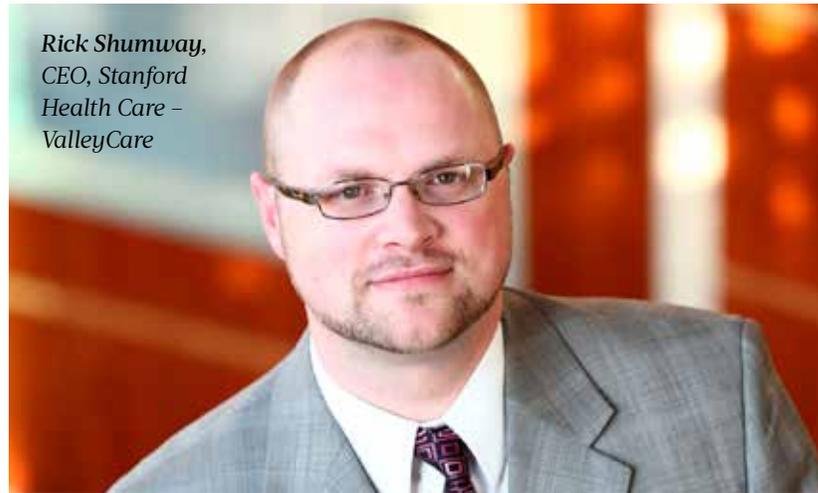
"The conditions in which we are working due to Covid-19 requires the best of all of us," Shumway said. "I've been so inspired by how our region has come together to meet the current challenges and am honored that Stanford Health Care – ValleyCare is able to be a part of that."

In partnership with the cities of Pleasanton, Livermore, and Dublin, the Alameda County Fairgrounds, and the County of Alameda, Stanford was able to build and operate a Covid testing site serving the region.

"While we've been honored to be able to participate as the clinical and operational arm of this effort, the funding support for this testing site has been crucial," said Shumway. "We are grateful for the support of our local cities, as well as Alameda County, which has enabled us to continue to provide this critical service for our residents."

Stanford is also part of an NIH-sponsored clinical trial of the potential Covid-19 treating antiviral drug, Remdesivir. The Stanford facilities in Pleasanton are among very few in the world taking part in this research.

"What this practically means is that our organization, and our region, are at the cutting edge of the medical research around how to best treat



Rick Shumway,  
CEO, Stanford  
Health Care –  
ValleyCare

CHRIS JAMESON

Covid-19," Shumway said.

"There are a very limited number of clinical trial sites in the world that are evaluating the efficacy of this drug, and we are fortunate that patients in our community are in a prime position to access these rapidly evolving treatments and trials at Stanford Health Care – ValleyCare."

This trial could potentially have huge benefits for patients. "The ability to take advantage of these types of opportunities and offer our community access to groundbreaking research is an incredible opportunity, and truly matches the DNA that is built into our Tri-Valley region," Shumway said.

Shumway joined Stanford from University of Cincinnati Medical Center and feels that the spirit of innovation and collaboration in the Tri-Valley offers hope for the future. "I very rarely hear anything in our communities that sounds myopic," he said. "People are constantly looking for ways to advance as a whole."

## Donor Network West: Advancing a lifesaving mission

**D**onor Network West is based in San Ramon and serves 40 counties in northern California and northern Nevada. The organization partners with universities and research facilities across the Bay Area to explore treatment for organ failure.

"The vicinity of our offices to critical partners including hospitals and surgical



Janice F. Whaley,  
CEO, Donor  
Network West

centers, in addition to the many innovative organizations within the Tri-Valley region, allows us to continue to advance our life-saving mission to save and heal lives through organ and tissue donation for transplantation," said CEO Janice F. Whaley.

During the pandemic Donor Network West has continued to work with hospitals, medical staff, funeral homes and coroners, to recover organs and tissue for transplantation and research.

"While we are not recovering organs from patients with active Covid-19 infections, we are still fulfilling the generous wishes of many others who choose to be donors to save the lives of those in need," Whaley said.



**“This strategic location provides close proximity to a stable educated workforce, affordable housing, and a location that allows us to draw talent from across the Bay Area.”**

Ben Hindson,  
Chief Scientific Officer, President  
and Co-Founder, 10x Genomics

## 10x Genomics: Tri-Valley was a strategic choice

**T**he mix of science, medical and biotech companies in the Tri-Valley, coupled with a tradition of innovation, make it an ideal place for health organizations trying to explore new ground.

Medical research tools maker 10x Genomics, demonstrates this better than most. Of 147 companies that went public in 2019 the 10x Genomics IPO outperformed 90% of them. In the life sciences tool and services sector it was miles ahead.

The decision to base in Pleasanton was a choice that acknowledges their commitment to recruiting the best talent, keeping employee morale high and not being afraid to ignore industry trends.

"Unlike other biotech companies that have clustered in South San Francisco and Emeryville, 10x Genomics deliberately chose to be in the Tri-Valley," Ben Hindson, 10x Genomics Chief Scientific Officer, President and Co-Founder said. "This strategic location provides close proximity to a stable educated workforce, affordable housing, and a location that allows us to draw talent from across the Bay Area."

Pleasanton ticked a lot of boxes.

"The availability and cost of space is key," Hindson said. "We are a life sciences company and need a lot of lab and office space."

The location, in easy reach of the South Bay and San Francisco, was another consideration. As was the Tri-Valley real estate market and broader quality of life. "The affordability of housing and the good schools have been key for our employees, particularly ones with young children," Hindson said.

10x recruits from chemistry, biology, hardware, software and manufacturing. With such a varied demographic in mind, moving to the Tri-Valley made sense. "Pleasanton is at the nexus of talent that we need in these areas," Hindson said.

# Prioritizing Student Success in a New Learning Landscape



*Dr. Dyrell Foster,  
President,  
Las Positas College*

**T**he Chabot-Las Positas Community College District (CLPCCD) welcomed two new senior leaders to the region. Dyrell Foster, Ed.D., was engaged as President of Las Positas College early this year. Ronald P. Gerhard was named permanent chancellor of the District in April.

Foster is a highly respected administrator on the front lines of new initiatives and issues facing students today including food and housing insecurity. He has a passion for teaching and learning, and his career focus has always been student success. Gerhard has served in multiple roles for the district including interim chancellor, vice chancellor of business services for the district and vice president of administrative services at Chabot College. Gerhard is highly regarded for his

ability to bring diverse stakeholders together to achieve new goals.

The Las Positas College (LPC) campus in Livermore currently has nearly 8,500 day and evening students enrolled. The College offers curriculum for students seeking career preparation, transfer to a four-year college or university, or personal enrichment. LPC also provides university transfer classes, retraining classes for those in need of employment or career advancement, a first-time educational opportunity for many adults, enrichment classes, and career and technical training for those entering the technical and paraprofessional work force.

Las Positas College excels in helping students transfer to other four-year institutions in California.



*Ronald P. Gerhard,  
District Chancellor*

## Faces of Tri-Valley Students\*

Diversity enriches region's high-quality schools

**S**ocial impact and collaboration have long been hallmarks of the highly respected school systems in the Tri-Valley. Gen X and Z are leading the way in strengthening diversity and inclusion as pillars of education in the regions schools as well. Students from Granada High School in Livermore (shown here) have created Humans of Granada as a space to share a variety of stories, experiences, and ideals from all across our diverse humanity, helping everyone learn from different perspectives. Humans of LasPo brings together the Las Positas College community in a similar way. The programs were inspired by the internationally known model, Humans of New York.

@HumansofGranada @HumansofLasPo

### Tri-Valley students

**98%**  
High school graduation rate.

**70%**  
Of high school graduates meet USC/CSU requirements



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Class of 2021*



*Bobby Zepeda  
Class of 2021*



*Calvin Fletcher  
Class of 2020*



*Sej Sahu  
Class of 2020*



*Rachael Burbach  
Class of 2023*



*Chris Gonzalez  
Class of 2019*



*Yatyn Anderson  
Class of 2019*



*Paige Dawson  
Class of 2020*



*Dillon Eng  
Class of 2017*



*Jared Tovera  
Class of 2019*



*Hriday Sheth  
Class of 2021*



*Liam Pierce  
Class of 2021*



*Parker Anderson  
Class of 2020*

\*Students shown are from Granada High School in Livermore

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