Medical Offices

from page 18

“The supply was continuing to shrink. We were seeing rents continue to rise as a result of that with most available space currently being taken up,” Moriarty said.

The vacancy rate for Class B medical offices was steady, dropping at a little more than 10 percent in 2009 and dropping to about 4.9 percent at the end of the first quarter, according to JLL.

Among San Diego County sub-markets, the Interstate 15 corridor had the lowest vacancy rate of 3 percent at the end of the first quarter.

“There’s been some acquisitions along that corridor recently,” Moriarty said. “We’ve had some health systems take up space in previously unoccupied large buildings.

Escondido/San Marcos Area Had Highest Vacancy Rate

The Escondido/San Marcos area had the highest vacancy rate at the end of the first quarter - 8.6 percent, JLL reported.

Rents were also rising during much of the first quarter with asking rates as high as $4.66 per square foot in coastal North County, JLL reported.

On the flip side, as soon as the pandemic arrived, hospitals and medical offices property was among the hardest hit.

“All of the health plans were canceled and we had to put a lot of our people on furlough. All our operations were reduced to the point where we were only conducting really essential or urgent care services,” said Lars Eisenhauer, senior managing director of JLL.

“We were able to leverage some of our rent modifications, all the while ensuring the safety of our patients and the safety of the staff,” Eisenhauer said.

Moriarty said that’s eased up a bit.

Sales Are Going Through

“We’ve seen some non-COVID patients return to hospital resume,” said Moriarty.

Some sales also are going through. In early May, a not-so-very-vacant Midway District medical office building - Richley Medical Plaza - was recently sold for a little over $1 million to a pain management group based in Orange County, according to the commercial real estate company.

Dan Henry and Lars Eisenhauer of CBRE represented the seller in the deal. Andrew Slade of CBRE Partners represented the buyer.

Richley Medical Plaza was 85 percent vacant at the time of the sale and one of the few such properties with an existing surgery center, Eisenhauer said.

“We were able to leverage the scarcity of this type of real estate to the healthcare users in the market to achieve a win-win for both buyer and seller,” Eisenhauer said.

Moriarty said that the dramatic drop-off in patients caused by the pandemic led many medical office tenants to seek rent relief, and building owners have been accommodating.

“In fact, at some buildings owners have proven to be very professional and responsive during this difficult time, and most tenants seem appreciative,” Moriarty said. “It’s nice to see landlords and tenants working together to make it through this.”

Civic San Diego

YMCA of San Diego County

CEO: Baron Herdelin-Doherty
HEADQUARTERS: Kearny Mesa
EMPLOYEES: 5,518 full-time and part-time
MEMBERS: 262,109
PEOPLE SERVED: 458,576 in 2019
C.O. DESCRIPTION:
Nonprofit social service agency
WEBSITE: www.ymcaofsandiego.org
FIRM YEAR: 1919
YMCA of San Diego County officially became the YMCA of San Diego in the nation. Surpassing New York, the agency has 18 branches countywide.

How is the staffing picture? Does San Diego provide a sufficient talent pool?

How important is cultivating good relationships with the community? How would you describe your leadership style?

How important is cultivating good relationship with the community?

How would you describe your leadership style?

Gonzalez

from page 5

over the last several years that included NCCH’s expansion into Riverside.

In my role, I work very closely with our executive team leading, directing and achieving development and growth of various business initiatives. This included researching and evaluating various business models and other innovations to improve the organization – such as through cohesive strategy planning and execution.

With every expansion and growth opportunity we are faced with, I tend to conduct really rigid market analysis and to ensure that we are meeting the needs of our target population while advancing the mission and vision of NCCH.

How would you describe your leadership style?

That’s such a thought-provoking and humbling question… the reality is while I certainly strive to be the most effective leader possible, I feel most authentic if I simply describe the characteristics of the type of leader I aspire to be: empowering, collaborative, courageous, inclusive, compassionate and one who always strengthens communication, while also challenging and encouraging others to achieve more than they ever thought possible and always known as being a leader and individual with tremendous heart.

How important is cultivating good relationship with the community?

Strong community relationships are essential to the continued success of NCCH. By virtue of being a community health center, we are designed to be embedded within the community.

Community relationships are the hallmark of success and impact and we are incredibly grateful to all of our community partners and stakeholders for their continued commitment and dedication to our organization.

For nearly 50 years NCCH has been a staple in the communities we serve and I am honored to continue building on that legacy.

What do you see as the greatest challenge?

In response to our mission and as a Federally Qualified Health Center (FQHC), NCCH is a safety-net provider and we will not refuse care to anyone based on their ability to pay. While we take tremendous pride in doing so, it also comes with unique challenges.

Challenges that come in the form of funding, contending with workforce shortages for physicians and health care professionals. We hold ourselves to a higher standard and must comply with federal, state and private mandates, all while ensuring the highest quality of care and excellent patient and staff experience. Balancing all of these requirements equitably while remaining agile and flexible is all in a day’s work.

How is the staffing picture? Does San Diego provide a sufficient talent pool?

San Diego is not only a beautiful place to live, work and play it is also incredibly diverse and full of those characteristics.

Yet, the shortage for health care professionals is a harsh reality that we must contend with and for this reason, we often have to recruit at a state and national level.

With the COVID-19 crisis will health care be seen through a national lens, with centralized strategies or will it keep its local focus?

If the past is any indication of the future, it would seem that our health care strategies will continue to be coordinated at a state and local level with high-level guidance from the Federal government.

That being said, the response by the County of San Diego and our local community health partners to this has been phenomenal. The state of California was able to successfully contribute to “flattening the curve” because of the incredible response at every level and we should be very proud of the infrastructure that our state has in place. While not perfect, we are certainly ahead.

Villa el Porvenir

from page 18

“The property didn’t have any tenants and did not have any water. Utilities also were lacking,” Haligowski said.

“I had to go find farmers that would sell me their land,” Haligowski said.

He also had to build his own electric substation to have electric power for water pumps in irrigating Olea’s building.

“It took me literally two years to con- clude the entitlements and to conclude the permits,” Haligowski said.

Plan Becomes Reality

Construction of the resort structures has started.

The architect and general contractor is Alfred Perales of Tijuana. The supervising architect on the project in North County and the biggest.

The need for housing in North County is pretty high,” Esquivel said.

Halligowski said there are nearly 2,000 home- less teens and young adults countywide, and the need for temporary housing for this group is particularly acute in Clairemont Mesa.

“The idea is they come to us and we will wrap around them so they don’t need to access public services again,” Esquivel said. “It’s really a place where young people can come in and feel safe and supported.”

The YMCA financed the Escondido project in part through a $2 million grant from San Diego County and through $1.7 to $1 million it expects to receive under the New Markets Tax Credit program through Civic San Diego with Chase Bank as the tax credit investor.

“We know there’s a need and we’re seeing more and more homeless- ness especially amongst youth that are in transition from foster care,” said Joanna Whitley Brousard, Civic San Diego as- sociate project manager. “We also really do like the structure and vision of the YMCA as a partner.”

Civic San Diego has worked with the YMCA to ensure that it will be the biggest of two other San Diego County projects using the tax credits – the Copley-Price Family YMCA in City Heights and the Jackie Robinson Family YMCA in Mountain View.

Established in 2000 by Congress, the New Markets Tax Credit Program allows individuals and corporations to received credit against federal income taxes for investments in low income communities.