

NEWSLETTER

THE OFFICIAL NEWSLETTER OF
LATITUDE 33 PLANNING & ENGINEERING

NEW THIS QUARTER:

PRINCIPAL'S MESSAGE	PAGE 1-2
UNDER CONSTRUCTION	PAGE 3-4
AWARDS	PAGE 5
COMMUNITY & CULTURE	PAGE 6
CELEBRATION	PAGE 7



PRINCIPAL'S MESSAGE



Nick J. Psychogios, PE
Principal

Hello all, and welcome to our first 2022 newsletter. We are excited to share what's new at Latitude 33. Before we get to the highlights, I wanted to start this off by saying **thank you for all the support in 2021!** It was a great year and there is plenty of momentum rolling into 2022.

The success from 2021 to present can be linked to a passionate and strong market. From Higher Education to Military to Life Science, it seems the opportunities are not waning. The housing market continues to be robust with Cities adopting policies to streamline "by right" development. Masterplan campus projects are growing and becoming more massive with upfront planning and long entitlements. There's been a significant shift in available work, and at times an insurmountable amount of work. **Getting through the daily workloads in this market is no small feat and can only be possible with an understanding that every part of the team is essential.** Each task assigned and completed is an important step to the end goal, and throughout the process everyone works closely together. In times like this it's important to acknowledge efforts at all levels and inspire others to succeed.

None of our 2021 success would be possible without the tremendous efforts from our staff. **In 2021 our firm grew substantially, adding 26 new employees throughout the year, about a 30% growth.** We continued to hire for our Engineering and Survey department and added a Mapping department. We made a concerted effort to promote from within and enable management to have flexibility on how to complete the work.

PRINCIPAL'S MESSAGE CONTINUED



Nick J. Psychogios, PE
Principal

With a significant increase in work the worry of finding the right candidates and quality control continued to wear on our minds. Much to our surprise there were few hiccups. Some of this can be attributed to efficient technology, and the quality of students coming out of college has certainly been impressive. Remote working could also be playing a role in finding more time in a day. **However, the largest key to our success was the attitude and aptitude of existing staff during this growth period.** To be able to juggle a tremendous workload while also training and providing a positive experience for our new staff is remarkable. The collaboration and comradery exhibited during this time was on another level. We are truly blessed at the amount of talent and great personalities that form our culture. Being surrounded by smart good people that create success through positive experience is truly special. **Kudos to all the amazing people at Latitude 33 and thank you all for everything you do.**

We wouldn't be successful if it wasn't for the exciting projects we work on, and that can only be attributed to our amazing clients. **It's a busy time in San Diego, there are so many regional projects that are reshaping the footprint.** Some projects are in early planning stages, some under construction, some we cannot talk about yet. As a local small business, we are proud to be a part of all projects and look forward to making a positive impact in the community. **We are fortunate to have sophisticated clients and design partners that understand the arduous process and approach projects with a team mentality.** We are all working towards the same goal and helping each other through the process is critical. Thank you to our clients for the opportunities and putting trust in us to achieve your goals.

Being the 8th largest City in the United States with a tremendous University talent pool and amazing weather we're seeing an uptick of businesses entering the region. As more businesses move to the region, **housing and infrastructure needs are increasing.** We are doing our best to help feed the supply chain. **As part of this newsletter, we'd like to share a map pinpointing all residential projects under construction Latitude 33 is working on (Page 4).** It shows how busy we've been and how much of an influence our clients are making in San Diego County. This only accounts for one market, albeit a big one. Truly amazing when you put it all together and see the impact!

What you focus on expands, we are putting an emphasis of gratitude at Latitude. **Thank you everyone for all the excellent work, collaboration, and opportunities.** And of course, to our incredible marketing department that continues to produce these awesome newsletters. We hope you enjoy the updates!

Sincerely,

A handwritten signature in black ink, appearing to read "Nick Psychogios". The signature is fluid and cursive, with a large "N" and "P".

Nick Psychogios, PE
Principal



BUILDING MORE THAN 3,100 HOMES THROUGHOUT SAN DIEGO COUNTY

San Diego County needs more homes. **For those of us in the development industry, the term “housing shortage” has become a regular part of our vernacular.** It seems San Diego is perpetually playing catch-up when it comes to building housing.

To help address the housing shortfall, Mayor Gloria introduced his **Homes For All of Us package last July, aimed at producing more homes at all income levels.** Homes For All of Us includes numerous strategies to expedite the development of all types of housing throughout San Diego. He explains, “A roof over your head at a price you can afford is the goal of this housing package... We need to build a lot more homes that are affordable at varying income levels. This series of initiatives will help do that.” **The first part of the Homes For All of Us initiative was signed by Mayor Gloria on March 14, 2022.** A second phase will be presented to City Council later this year.

Endeavoring to be part of the solution, **Latitude 33 currently has 3,107 homes under construction throughout San Diego County.** Latitude 33’s projects include both for-sale and for-rent homes, single family and multi-family, market-rate and affordable. Latitude 33 has homes under construction from Chula Vista to Bonsall, and from La Mesa to Valley Center.



Merge 56 | Map on Page 3



#10 Terrazzo Bougainvillea | Map on Page 3

Many of the new homes throughout San Diego County are being built in South County. The San Diego Union-Tribune’s Phillip Molnar recently reported, “Chula Vista’s masterplan community Otay Ranch alone has around 1,165 new apartments under construction. Otay Ranch also has the most for-sale homes of anywhere in the county this year, making it the center of residential development in San Diego County.”

As part of the South County housing development boom, Latitude 33 currently has two projects in Chula Vista. **Pinnacle at Millenia within the Otay Ranch master plan will offer 132 for-sale townhomes, and Union Apartments on Bonita Glen Drive will offer 170 apartments.**

Housing is also being built at a rapid pace in North County. Latitude 33’s **The Porches at Park Circle will bring 143 of the 632 homes coming to the Park Circle master plan in Valley Center.** The highly popular community will become a lively residential hub in the rural area. Latitude 33 also has **165 single family homes in the early stages of construction in Bonsall.**

San Diego County has a long way to go before housing supply and demand equalize. However, Latitude 33 aims to answer the call to make homes available to all residents. With projects like Terrazzo Bougainvillea, Merge 56, The Porches at Park Circle, and more, **Latitude 33 is proud to join its development partners in doing its part turn the housing shortage into a housing equilibrium.**

UNDER CONSTRUCTION

RESIDENTIAL PROJECTS IN CONSTRUCTION NOW!

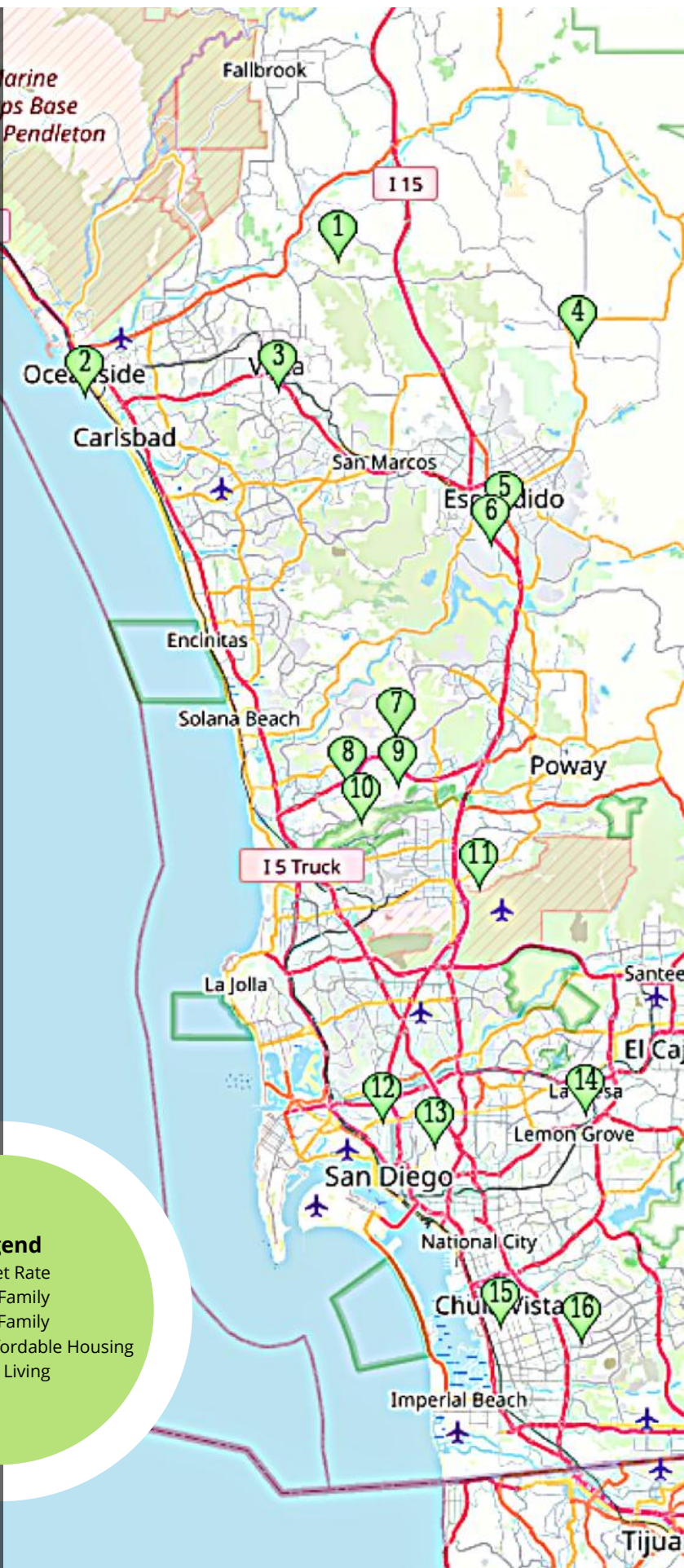
- 1 **North County Residential**
 - Bonsall Oaks
 - 165 Units
 - MR/SF
- 2 **Watermark Mission San Luis Rey**
 - W.E. O'Neil Construction
 - 213 Units
 - Sr. / MF
- 3 **Green Oak Villas**
 - Providence Capital Group
 - 107 Units
 - MR/Afford
- 4 **The Porches at Park Circle**
 - Beazer Homes
 - 143 Units
 - MR/SF
- 5 **Henry Ranch Edencrest**
 - Trumark Homes
 - 98 Units
 - MR/SF
- 6 **Orchard Hills**
 - Warmington Residential
 - 20 Units
 - SF
- 7 **Camino Del Sur**
 - Holland Partner Group
 - 342 Units
 - MR/MF
- 8 **Pacific Village**
 - Lennar
 - 600 Units
 - MR/SF/MF/Afford
- 9 **Merge 56**
 - Lennar and SeaBreeze
 - 242 Units
 - MR/SF/MF/Afford
- 10 **Terrazzo Bougainvillea**
 - Seabreeze Properties
 - 21 Units
 - MR/SF

- 11 **The Glen**
 - The Glen Scripps Ranch
 - 450 Units
 - Sr. /SF/MF
- 12 **Town & Country Lot 4**
 - Holland Partner Group
 - 150 Units
 - MR/MF
- 13 **Kansas Modern**
 - BV Ventures
 - 24 Units
 - MR/MF/Afford
- 14 **Jefferson La Mesa**
 - JPI
 - 230 Units
 - MR/Afford/MF
- 15 **Bonita Glen**
 - Silvergate Development
 - 170 Units
 - MR/MF
- 16 **Pinnacle - at Millennia**
 - Meridian Communities
 - 132 Units
 - MR/MF

UNITS IN TOTAL:

3,107

- Legend**
- MR - Market Rate
 - MF - Multi-Family
 - SF - Single Family
 - Afford - Affordable Housing
 - Sr. - Senior Living





EMPLOYEE OF THE YEAR - ALISSA SIGALA

Alissa has been with Latitude 33 for over 9 years and in that time has become a silent leader within the company. She has taken on several dynamic roles at Latitude 33, providing Ad-Hoc Project Management services for UC San Diego, managing several heavy Civil related projects for the University.

She has also taken a leadership role in the new SDIA Terminal 1 Redevelopment Project, assisting the DB Team on internal plan reviews, coordination of design, and much more.

Within Latitude 33, Alissa takes a leadership role with many of the staff that she works with. **Having many years of construction experience, Alissa can bring fresh solutions to problems and teaches staff multiple ways to approach unforeseen issues in construction or difficult design situations.** It is her work across the board that makes her such a leader at Latitude 33 and our **2021 Employee of the Year.**



EMPLOYEE OF THE YEAR - HEATHER GALLOWAY

Heather has been with Latitude 33 for over 7 years and has a track record of true dedication to her job and consistent output of unparalleled quality in her work. This year tasked with a practically unreasonable workload, Heather rose to the occasion time and time again, putting in the hours and the effort to not only ensure that multiple projects saw success, but also other members of her design team would be able to not only succeed but improve and grow regardless of the unprecedented working conditions.

It's truly a banner year for her as she accomplished tasks that had never been asked of her before without the slightest complaint, always ready and willing to handle the storm, and accomplishing a workload that would have been overwhelming, even during a "normal" year. **She's able to get along with everyone, which makes her a critical part of the design team, always willing to pick others up, always willing to provide mentorship and instruction to younger engineers, and always working seamlessly with other project consultants to fulfill even the most unusual requests.**

Her fully developed skill set as an engineer and ability to collaborate with others fosters a sense of teamwork and accomplishment in every project that she undertakes. This makes her an invaluable asset of the Latitude 33 and the perfect individual to receive this year's Employee of the year award.



RISING STAR - JAKE SCHANIEL

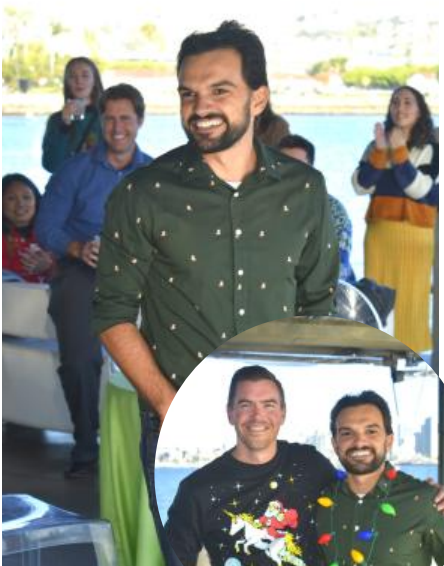
Latitude 33 is fortunate to have Jake Schaniel on our team, in our company, and in our day to day. Here's a young man, an engineer with enormous talent, intelligence, work ethic, and potential. We're all extremely privileged to know him and work with him.

Jake excels in a variety of civil design fields and shows particular skill in storm water analysis, joining the Stormwater Committee and taking a lead role in implementing the "cutting edge" AES software into our company, a task that did not have many volunteers. Besides his engineering talent, Jake also has a fantastic personality that ingratiate him with everyone he works with and talks to. Every workday is tackled with a constant smile and winning attitude, even after being assigned his 700th SWPPP of the week.

He readily shares his knowledge and experience with peers while also pursuing constant learning on his own, bettering both himself and those around him.

The ascension of his skillset is not only a testament to his strength as an engineer and teammate, but is also a critical piece of our group's culture.

With all this achievement after only 2 years in the industry, it's very clear that we can all expect even greater things to come in Jake's future, which is why Jake Schaniel has earned this year's award for Rising Star!



LATITUDE 33'S NEWEST TEAM MEMBERS



Lauren Sotir | PROJECT ENGINEER

Lauren Sotir has joined Latitude 33 Planning & Engineering as a Project Engineer. Lauren graduated in 2014 with her degree in Civil Engineering from California Polytechnic State University San Luis Obispo. In her spare time, she enjoys watching the 49ers and Stanford, traveling to new places with her fiancé, playing tennis and taking some swings at the batting cages. Once she got through her difficult courses in college, she really enjoyed transportation and water focused courses. She was on the road to become a traffic engineer, but after her internship she found her true passion was in design work. Welcome to the team!

“LOOKING FORWARD TO WORKING WITH A SMALLER, TIGHT-KNIT COMPANY AND GETTING TO KNOW MY TEAM PROFESSIONALLY AND PERSONALLY.”



Desmond Tan | PROJECT ENGINEER

Desmand Tan has joined the Latitude 33 team as a Project Engineer. Desmand graduated in 2014 with his degree in Civil Engineering from the University of Nevada Las Vegas. In his spare time, he enjoys working in his classic car, hiking and traveling. He became interested in the engineering field from his Uncle who told him structural engineers get paid well, but he soon realized civil engineering in general was much more rewarding. Welcome aboard!

“I AM LOOKING FORWARD TO THE CULTURE HERE AT LATITUDE 33!”



Trevor Turano | SENIOR PARTY CHIEF

Trevor Turano has joined the Latitude 33 team as our newest Senior Party Chief for our Survey Department. In his spare time, he enjoys watching his kids play soccer (Go Del Mar Sharks!) snowboarding and working on projects around his house. He became interested in the surveying field because he loves being outside, doing math and working with his hands. Welcome to the team Trevor!

“I AM LOOKING FORWARD TO HELPING BUILD A SOLID SURVEY DEPARTMENT TO BACKUP A GROUP OF FANTASTIC ENGINEERS.”



Ryan Thomas | PROJECT ENGINEER

Ryan Thomas has joined Latitude 33 Planning & Engineering as one of our newest Project Engineers. Ryan has his BS in Civil Engineering from Cal Poly San Luis Obispo and Master of Divinity from Westminster Seminary California. In his spare time, he enjoys reading (preferably with a cigar and scotch), exploring the mountains, playing soccer, and sharing good food with his wife. He became interested in the civil engineering field because he believed it would be a good way to work where he wanted to live. We are looking forward to having you on our team!

“LATITUDE 33 HAS GIVEN US THE OPPORTUNITY TO BOTH LIVE WHERE WE WANT TO LIVE WHILE WORKING IN A PROFESSION THAT I HAVE COME TO ENJOY.”



This quarters outreach was for the Rudi Foundation who hosted the 7th Annual Rudi Run. This non-profit organization was founded by our very own Matt Duran to honor the life of his friend, Kevin Rudi, after he had passed from Spindle Cell Sarcoma Cancer. Latitude 33 was happy to give and participate in this 5K!

You can learn more about the Rudi Foundation and give at www.kevinrudifoundation.com.

DID YOU KNOW?

Latitude 33 is always seeking qualified candidates at all levels regardless of formal posting.

Email your resume to
JOBS@LATITUDE33.COM

OR APPLY ONLINE AT **WWW.LATITUDE33.COM**

CELEBRATION

Latitude 33 closed out 2021 with a memorable holiday party at Coasterra where we crowned our **Employees of the Year and Rising Star**. It was a great time to be had by all and we all enjoyed our traditional talent show.

Latitude 33 was out on the green in February for the **BIA golf tournament**. We had a great team playing in the tournament and we had our friends **Todd Schechinger from Schmidt Design Group and Brett Milkovich from Safdie Rabines** join our team.

We also enjoyed a nice afternoon of bowling at Tavern + Bowl Downtown San Diego.

Lastly, it is great watching our teams get back together and create memories of there own by supporting our **quarterly outreach**, going on **runs** and even enjoying **weekend hikes**.

We are looking forward to what fun we will have next quarter!


Thank you for being part of our planning, engineering and surveying family.

Keep an eye out for our next newsletter hitting your email **Q2 2022**.

From the entire Latitude 33 team, thanks for reading!

Stay Connected with us:

 www.latitude33.com

 www.linkedin.com/company/latitude-33

