



SDBJ INSIDER
By JEFF CLEMETSON

Maritime in Mexico

La Jolla-based **Institute of the Americas** (IOA) this month took part in the first bina-tional forum on sustainable maritime trans-port and ports. Led by the **International Maritime Organization** and held in La Paz, Baja California Sur, IOA was one of four lead orga-nizations to host the Feb. 14-15 forum, which also included the **Mexican Chamber of Maritime Transport Industry**, the **World Wide Fund for Nature** and the **Global Maritime Forum**.

Tania Miranda, director of IOA's environ-ment and climate change program, pointed out to the *Business Journal* that bringing more sustainability to Mexican ports should take an integrated with **Commission of the Californias** (COMCAL) agenda of addressing mo-bility and health issues in California and Baja California's cross border region "as it not only helps with pollution reduction and thus public health, but also helps tackle climate change and increase competitiveness of ports and of the region—as sustainability becomes more important to cargo owners."

Port of San Diego can serve as a sustain-ability example to its counterparts south of the border. San Diego has the first all-electric tugboat, all-electric cranes, and zero-emission trucks and cargo handling at the port.

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In addition to guiding policy on maritime sustainability, **Institute of the Americas (IOA)** also tracks developments in EV manufactur-ing south of the border – which became a hot topic last week following a report in the **Wall Street Journal** on China's **BYD** exploring man-ufacturing cars in Mexico to take advantage of rules in the United States-Mexico-Canada trade agreement where cars 70-75% made in North America can enter the U.S. duty free. Chinese auto imports currently have a 25% tariff.

New disincentives for Chinese EVs are cur-rently in process, said IOA CEO **Richard Kiy**, including excluding Chinese EVs from the tax credit programs.

"While the U.S. government may impose restrictions on Chinese automakers that de-cide to expand into Mexico, in the case of **BYD**, they may still be able to out-compete U.S. EV automakers due to their ... budget EV that is expected to have a price point of \$11,000," Kiy said. **BYD's** budget car **Seagull** has an iron-phosphate battery that lowers pro-duction cost at the expense of a shorter range, which the company has found customers are willing to compromise on.

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Last week saw the first U.S. spacecraft to land on the moon in over 50 years. The robotic craft, named **Odyssey**, was developed by **Intuitive Machines**, making the Houston-based company the first private business to success-fully land on the moon.

San Diego's connection to the U.S.'s return to the moon for the first time since **Apollo** also came last week when former **Intuitive Machines** CFO **Erik Sallee** started a new role as CFO and executive vice president at health-care technology company **XiFin, Inc.** At **Intui-tive**, Sallee guided the company from **Series B** to a successful public listing on the **Nasdaq**. For **XiFin**, Sallee will lead financial strategies related to planned expansion into radiology, pharmacy and hospital services markets. ■

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Wakeland Housing & Development is transforming a former **City Heights** furniture store into an affordable housing project. Photo courtesy Wakeland Housing & Development

Art Deco Design Graces Humble Heart
REAL ESTATE: \$68M City Heights Project Has Larger Apartments

■ By RAY HUARD

SAN DIEGO – A former **City Heights** furniture store, built in a classic art deco style, will be transformed into a \$68 million affordable housing project that retains the original façade with the new six-story apartment building rising behind the shell of the old building.

The design of the new building, called **Humble Heart**, plays off the art deco style of the former **Superior Furniture Co.** at 4341 El Cajon Blvd., with pastel colors and a

curved building front at a very prominent location at the corner of **El Cajon Boulevard** and **Fairmont Avenue**.

"It's very intentionally in a dialogue with the art deco style. You'll see the separation between what's old and new, but it's respectful of the historical and reflecting the historical style," said **Sean Whitacre**, a principal and senior architect at **DAHLIN Architecture/Planning/Interiors**.



Sean Whitacre
Principal & Senior Architect
DAHLIN Architecture/Planning/Interiors

"We're having a lot of fun with the interior design too, playing with pastel colors, these pinks and greens that are pretty bright and bold, and these sorts of angular patterns," Whitacre said.

Designed by **DAHLIN** and **Steve Dalton Architects**, **Humble Heart** is being built by **Wakeland Housing & Development Corp.** in partnership with

➔ *Humble Heart* page 51

9amHealth Secures \$9.5M in New Funds

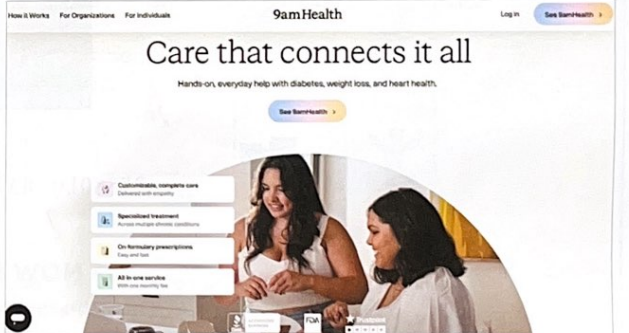
TELEHEALTH: Expanding Access to GLP-1 Injections

■ By JENNIFER KASTNER

ENCINITAS – Local cardiometabolic virtual care platform **9amHealth** announced it raised an additional \$9.5 million in **Series A** funding, allowing the startup to grow and expand patients' treatment options for weight loss and diabetes, like greater access to **GLP-1** medications such as **Ozempic**. The latest funding round was led by **The Cigna Group Ventures** with additional support from existing institutional investors like **7Wire Ventures**, **Define Ventures**, **Leaps by Bayer** and **Founders Fund**, bringing **9amHealth's** total **Series A** funding to \$25 million. To date, the company's overall capital raised is \$30 million.

"This new capital will fuel **9amHealth's** growth strategy and product roadmap, further seal the company's existing solutions, and expand its internal team of care specialists, doctors, medical advisers, and more," **Co-Founders and Co-CEOs Frank**

Westermann and **Anton Kittelberger** wrote to the *Business Journal*. "The funding will also further improve **9amHealth's** already stellar patient experience through higher quality of care, improved health outcomes, and additional cost savings for both



9amHealth's platform provides access to specialized providers, same-day prescriptions and labs, medication management and personalized lifestyle guidance and care to people with **type 2 diabetes, prediabetes, obesity, high blood pressure and high cholesterol**. Photo courtesy 9amHealth

patients and employers. To date, **9amHealth** has seen an ROI of up to 4x and up to \$284 monthly gross savings per member per month."

Launched in 2021, the **Encinitas**-based startup got its name from the idea that every day is a fresh start, no matter how bad yesterday might have been. The model takes a complete, whole-body approach to treating chronic conditions like diabetes, obesity, high cholesterol and hypertension. Patients can access personalized care plans, prescription delivery,



Anton Kittelberger
Co-Founder & Co-CEO
9amHealth

at-home lab tests and unlimited specialist interactions.

Expanding Access to Weight Loss Drugs

The overwhelmingly popular **GLP-1** weight loss medication scene is getting crowded, but inflated prescription costs have pushed the drugs out of reach for many patients.

"**GLP-1s** have caught the attention of Americans who have never been engaged in the

➔ *9amHealth* page 55

[HOME](#) > [SDBJ INSIDER](#)[NEWS](#) > [ENEWS](#) > [SDBJ INSIDER](#)

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 6

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