



OFFICE OF THE CITY MANAGER

December 5, 2013

To the Honorable City Council  
of the City of Pasadena

Mayor and Councilmembers:

**WEEKLY NEWSLETTER**

**1. Sales Tax by Geographic Area:**

The attached memorandum from Andrew Green, Director of Finance is a recap of the sales tax revenues received by the City in specific areas. The first table represents a quarter-by-quarter comparison for each of the last five quarters, while the second table represents the previous twelve-month cumulative total for each of the respective quarters. Also, the sales tax information for Hastings Village and One Colorado represents a subset of the sales tax information for the Hastings Ranch and Old Pasadena areas.

**2. Pasadena Police Call for Service Report – November 2013:**

Attached is the Preliminary Monthly Statistical Report for the month of November 2013 from Phillip L. Sanchez, Chief of Police. This report is based on report calls for service rather than the uniform crime reporting (UCR) stats. The report reflects specific call types that resulted in a report/arrest disposition sorted by Service Area and Council District.

**3. Devil's Gate Reservoir Sediment Removal & Management Project:**

The Los Angeles County Department of Public Works, on behalf of the Los Angeles County Flood Control District, has announced revisions to and a redesign of the Devil's Gate Reservoir Sediment Removal and Management Project website to facilitate review of the Draft Environmental Impact Report (DEIR). Additionally the County will present the project and the DEIR to the City Council next Monday and on Monday, December 16<sup>th</sup> staff will present a comprehensive set of comments compiled from all city departments on the DEIR for review and approval. The attached memorandum and flyer from Siobhan Foster, Director of Public Works provides more detailed information.

**4. Los Angeles Business Journal Articles of Interest:**

Attached are two articles of interest that were recently published in the November 25-December 1, 2013 issue of Los Angeles Business Journal. The first is the Patrick Soon-Shiong Innovation Awards 2013 which celebrates organizations that continue to stretch boundaries. This year's recognition features honorees and finalist from City of Pasadena. The second article is the Los Angeles County Home Sales – October 2013.

**5. South Coast AQMD Leaf Blower Exchange 2013:**

The South Coast AQMD is conducting a leaf blower exchange program through which professional gardeners and/or landscapers can trade in their old (but operational) backpack leaf blower to get a new STIHL BR 500 leaf blower of only \$200.00. This is the powerful low-noise 65dB(A), low-emissions model with a suggested retail price of \$479. Up to ten blowers per business can be exchanged.

The program is only available to professional gardeners and landscapers who live and work within the South Coast AQMD's 4-county jurisdiction. This includes most of Los Angeles County (excluding the Antelope Valley), all of Orange County, almost all of Riverside County, and the non-desert portion of San Bernardino County. You must pre-register. To make a reservation, call toll free 1.888.435.6247. Exchange Event location in Pasadena will be on Thursday, December 19<sup>th</sup> at Lawnmowers Corner located at 1657 E. Walnut St. The attached flyer provides additional information both in English and Spanish.

Respectfully submitted,

  
**JULIE A. GUTIERREZ**  
Assistant City Manager

/attachment



DEPARTMENT OF FINANCE

December 4, 2013

TO: Michael Beck  
City Manager

FROM: Andrew Green *V.E. Green*  
Director of Finance

RE: Sales Tax by Geographic Area

Listed below is a recap of the sales tax revenues received by the City in specific areas. The first table represents a quarter-by-quarter comparison for each of the last five quarters, while the second table represents the previous twelve-month cumulative total for each of the respective quarters. Also, the sales tax information for Hastings Village and One Colorado represents a subset of the sales tax information for the Hastings Ranch and Old Pasadena areas.

**ONE QUARTER ENDING**

Geo Area	6/30/2012	9/31/2012	12/31/2012	3/31/2013	6/30/2013
Old Pasadena	\$807,702	\$762,258	\$948,316	\$808,828	\$784,454
Hastings Ranch	694,802	708,723	858,134	699,304	724,216
South Lake	475,132	453,545	559,164	466,784	481,810
Northwest Pasadena	378,406	373,531	381,360	367,834	372,354
Hastings Village	362,061	372,293	478,103	356,358	378,970
Playhouse District	277,256	269,063	321,905	283,628	273,475
Paseo Colorado	267,056	231,321	290,810	227,970	240,215
S. Fair Oaks Survey	76,556	71,345	55,399	34,520	71,438
One Colorado	103,864	98,601	131,732	103,898	116,971
Rose Bowl	23,062	47,048	27,339	20,239	19,346
Total in Geo Areas*	3,465,897	3,387,728	4,186,974	3,369,363	3,463,249
Total Not in Geo Areas	4,020,494	3,945,253	4,052,262	3,920,264	4,076,763
Citywide Total	7,486,391	7,332,981	8,239,236	7,289,627	7,540,012

Sales Tax by Geographic Area

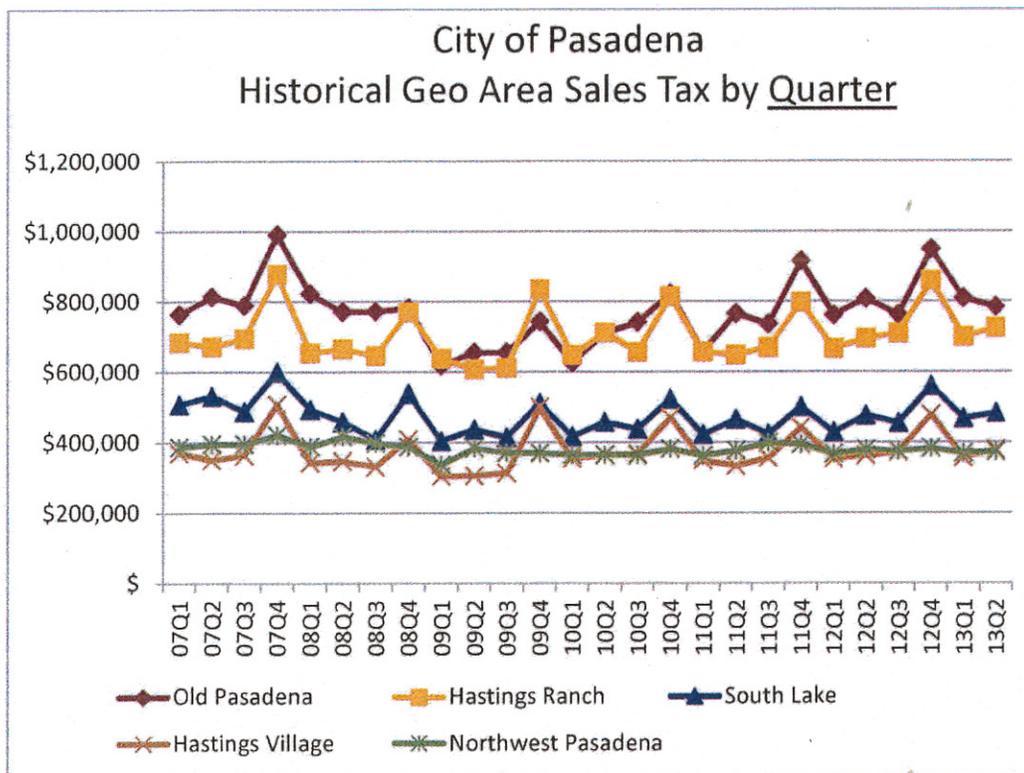
December 4, 2013

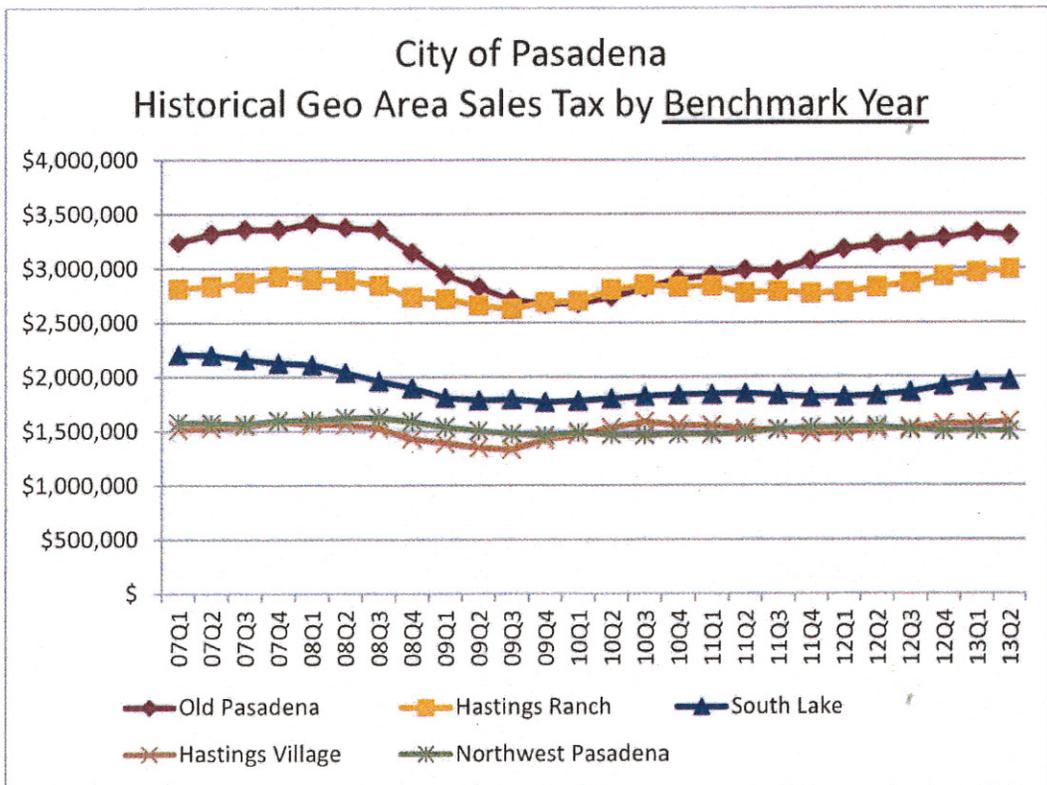
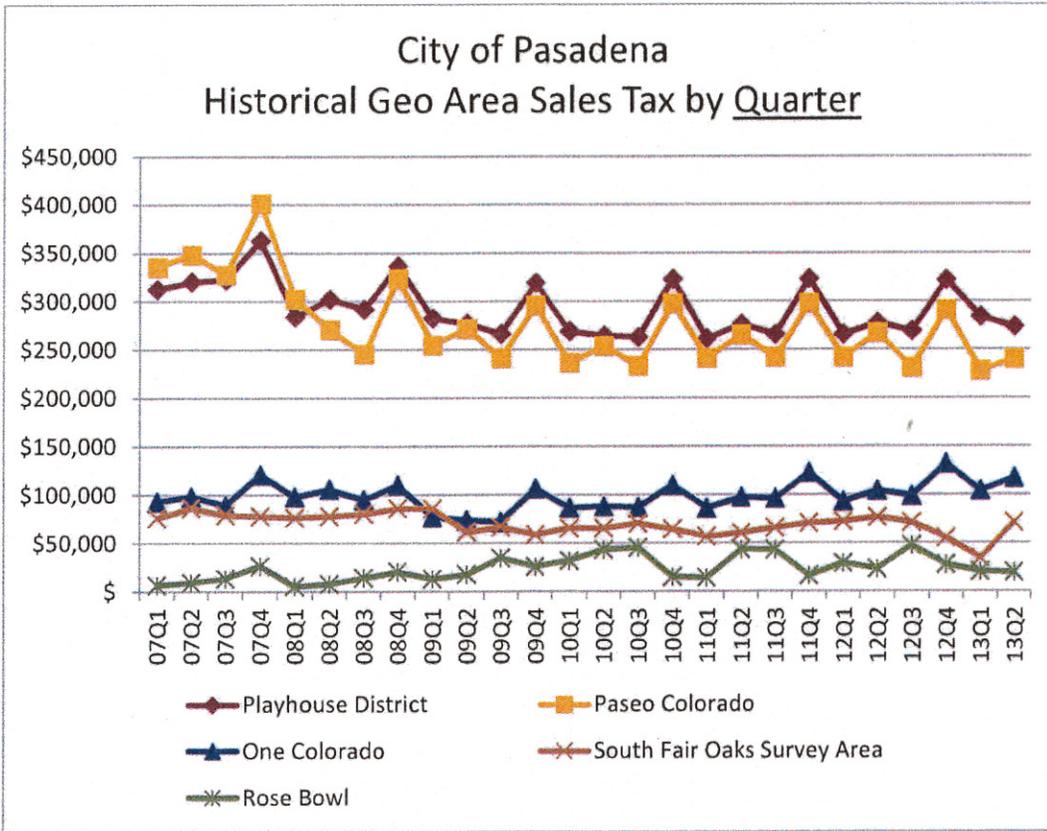
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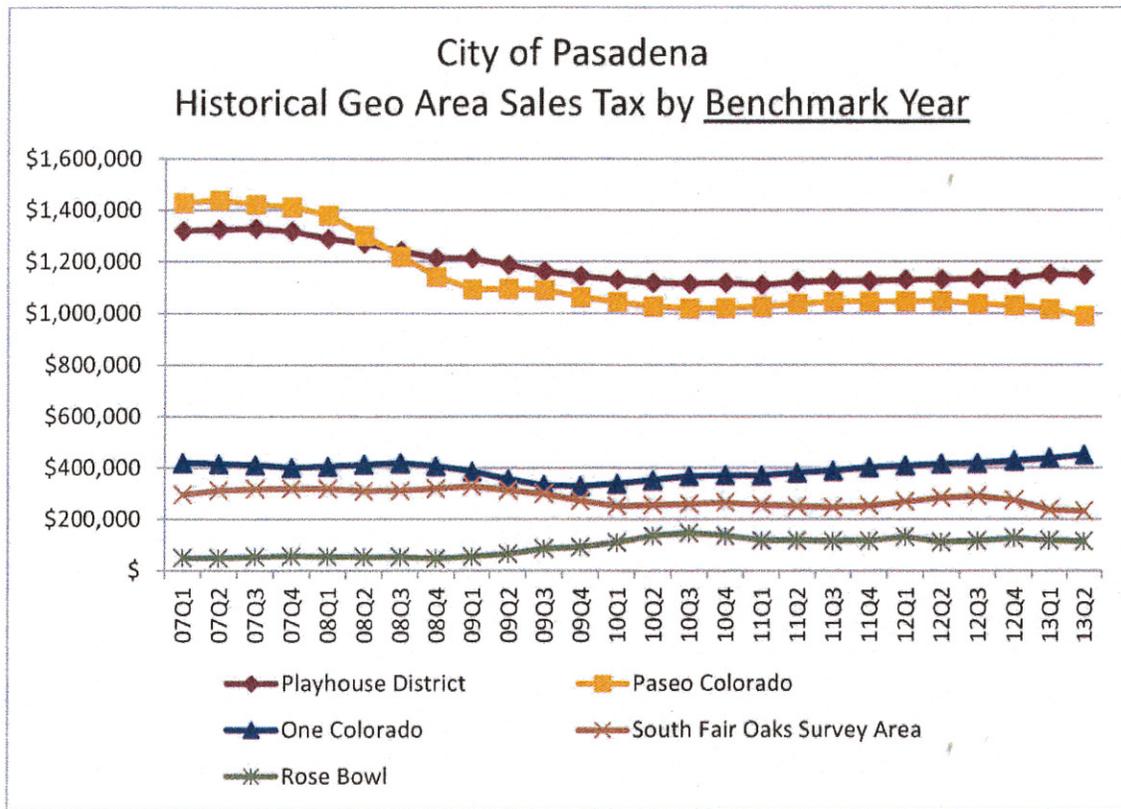
**CUMULATIVE 12 MONTHS ENDING FOR EACH RESPECTIVE QUARTER**

Geo Area	6/30/2012	9/30/2012	12/31/2012	3/31/2013	6/30/2013
Old Pasadena	\$3,219,329	\$3,245,528	\$3,279,332	\$3,319,611	\$3,303,856
Hastings Ranch	2,826,459	2,865,952	2,926,749	2,976,135	2,990,377
South Lake	1,824,833	1,855,974	1,915,123	1,937,552	1,961,303
Northwest Pasadena	1,534,840	1,510,928	1,499,054	1,490,473	1,495,079
Hastings Village	1,512,689	1,529,427	1,565,765	1,576,310	1,585,724
Playhouse District	1,131,537	1,135,023	1,133,778	1,143,091	1,148,071
Paseo Colorado	1,048,462	1,037,698	1,031,056	1,017,778	990,316
S. Fair Oaks Survey	285,344	290,813	275,702	261,717	232,702
One Colorado	414,810	417,567	426,882	438,095	451,202
Rose Bowl	110,934	115,223	126,310	112,818	113,972
Total in Geo Areas*	13,909,237	14,004,133	14,179,751	14,273,580	14,272,602
Total Not in Geo Areas	15,979,699	16,031,225	16,051,912	16,058,221	16,129,254
Citywide Total	29,888,936	30,035,358	30,231,663	30,331,801	30,401,856

\* Some areas are subsets of other areas and overlap with others. The Total in Geo Areas counts sales tax from each business once only.







The City receives retail sales tax information by sales tax permit number and not by location. For this reason, if a business has more than one location within the City, the information is aggregated for all its locations and allocated by dividing the total sales tax revenue by the number of locations.

#### Geo Area Highlights

Only four of the ten areas experienced increases in second quarter 2013 sales tax performance compared to the same quarter of the previous year. *One Colorado* enjoyed growth associated with Crate & Barrel, Sephora, and IPIC Theaters. *South Lake* had moderate gains overall driven by restaurants and family apparel stores. *Hastings Ranch* and *Hastings Village* had increases driven by success with Best Buy's revamping of its store to include Magnolia Home Theater and Pacific Sales.

The other six areas saw declines in the same time comparison. *Old Pasadena* continued with strength in restaurants, but had declines from Apple Stores. The *Playhouse District* posted a modest decline led in part by Target and Office Max. *Northwest Pasadena* experienced a slight decline due to continued lower gas prices affecting sales tax at services stations. *Paseo Colorado* also had slight declines in department stores and apparel stores and restaurants. *South Fair Oaks* continued to post declines mostly from appliance and construction retailers. *Rose Bowl* had declines from occasional RV sales that did not repeat this quarter over same quarter of prior year.

### **Citywide Highlights**

Total quarterly cash receipts for second quarter 2013 compared to 2nd quarter 2012 were down 0.3%. For the quarter, declines came from General Retail -0.7%, Transportation down 1.7% from lower prices on gasoline, and Business to Business down 1.0%. Sales increased in Food Products by 1.9% and Construction by 17.2%. The South Coast region's sales tax increased by 1.8% during the same period. In Pasadena, Building Materials Retail increased by 32.7% followed by Miscellaneous Retail up 8.8%, New Auto Sales by 8.2% and Restaurants increased 2.1%. Comparatively in the South Coast region, gains came in New Auto Sales up 8.4%, Building Materials Wholesale up 7.0%, Restaurants up 5.4% and Apparel Stores up 4.2%.



# PASADENA POLICE DEPARTMENT

## PRELIMINARY - Monthly Statistical Report

### November 2013

This Preliminary Monthly Statistical Report is based on Call for Service (CFS) data and is not Uniform Crime Report (UCR) compliant. Select call types are included for incidents closed with a report disposition. Using preliminary information allows for timely information to make immediate deployment decisions.

Offense	Service Area					
	1	2	3	4	5	
Homicide						0
Rape						0
Robbery	2	4	1	2	2	11
ADW	1	4	1	1	3	10
Assault	1	3	3	2	5	14
Assault DV		10	2		3	15
Burglary Commercial	7	3	5	10	9	34
Burglary Other	2	2	1	1	1	7
Burglary Residential	11	8	7	3	4	33
Burglary Vehicle	16	9	8	4	10	47
Theft	29	14	26	27	52	148
<i>Recovered Vehicle</i>	4	10	2	2	1	19
Stolen Vehicle	5	4	4	2	3	18
	<b>74</b>	<b>61</b>	<b>58</b>	<b>52</b>	<b>92</b>	<b>337</b>

Offense	Council Districts							
	1	2	3	4	5	6	7	
Homicide								0
Rape								0
Robbery	1		4	2	2	2		11
ADW	1		1	1	3	4		10
Assault	3	3	5	2			1	14
Assault DV	2	1	6		4	1	1	15
Burglary Commercial		4	3	10	6	7	4	34
Burglary Other	1	1		1	1	2	1	7
Burglary Residential	4	2	2	3	3	10	9	33
Burglary Vehicle	6	3	6	5	6	14	7	47
Theft	6	15	30	30	10	35	22	148
<i>Recovered Vehicle</i>	5		2	3	5	4		19
Stolen Vehicle	2	1	2	2		4	7	18
	<b>26</b>	<b>30</b>	<b>59</b>	<b>56</b>	<b>35</b>	<b>79</b>	<b>52</b>	<b>337</b>

\*\*Totals do not include recovered vehicles

**INFORMATION IS TIME SENSITIVE AND SUBJECT TO CHANGE UPON FURTHER ANALYSIS**

**FOR PUBLIC DISTRIBUTION**

# PASADENA POLICE DEPARTMENT

Combined Service Areas and Council District - November 2013																	
Council District	West			Northwest			Central				East		Midtown				
	1	6	7	1	3	5	2	4	5	7	4	1	3	5	6	7	
Homicide																	
Rape																	
Robbery		2		2	1	2	1	4		1		1	2	2		2	11
ADW		1		1	1	1	2	4		1		1	1	1		3	10
Assault			1	1	3			3	3			3	2	2		5	14
Assault DV				2	5	3		10	1		1	2			1	1	15
Burglary Commercial		6	1	7			3	3	4		1		5	10	10	3	34
Burglary Other		2		2	1		1	2	1			1	1	1			7
Burglary Residential		8	3	11	4	2	2	8	2		1	4	7	3	3	2	33
Burglary Vehicle	1	11	4	16	5	1	3	9	3	1	3	1	8	4	4	5	47
Theft	2	23	4	29	4	4	6	14	15	3	2	6	26	27	27	26	148
Recovered Vehicle	1	3		4	4	2	4	10		1	1		2	2	2		19
Stolen Vehicle		2	3	5	2	2		4	1			3	4	2	2		18
<b>TOTAL</b>	<b>3</b>	<b>55</b>	<b>16</b>	<b>74</b>	<b>23</b>	<b>17</b>	<b>21</b>	<b>61</b>	<b>30</b>	<b>4</b>	<b>10</b>	<b>14</b>	<b>58</b>	<b>52</b>	<b>52</b>	<b>0</b>	<b>337</b>

Combined Service Areas and Council District - 2013 Year to Date November																	
Offense	West			Northwest			Central				East		Midtown				
	1	6	7	1	3	5	2	4	5	7	4	1	3	5	6	7	
Homicide											2					1	3
Rape		1	1	2	3		3	6	2		1	1	4	5	5	6	24
Robbery		15	2	17	6	19	18	43	13	1	7	5	26	22	22	10	132
ADW	2	7	2	11	27	26	18	71	9		8	1	18	9	9	6	129
Assault	5	20	6	31	42	26	26	94	19		7	5	31	26	26	1	254
Assault DV		6	5	11	26	26	22	74	14		9	4	27	8	8	7	135
Burglary Commercial	1	56	3	60	9	11	20	40	36	2	16	6	60	104	104	1	375
Burglary Other		19	7	26	13		5	18	9	1		2	12	13	13	6	88
Burglary Residential	1	89	48	138	107	45	43	195	90	20	22	25	157	64	64	3	578
Burglary Vehicle	26	77	35	138	44	23	29	96	38	13	15	26	92	63	63	2	502
Theft	32	199	63	294	97	74	90	261	125	25	51	86	287	239	239	3	1531
Recovered Vehicle	1	13		14	13	18	16	47	11	2	5	5	23	12	12	2	102
Stolen Vehicle	3	18	13	34	28	35	16	79	33	3	22	12	70	30	30	1	255
<b>TOTAL</b>	<b>70</b>	<b>507</b>	<b>185</b>	<b>762</b>	<b>402</b>	<b>285</b>	<b>290</b>	<b>977</b>	<b>388</b>	<b>65</b>	<b>160</b>	<b>173</b>	<b>786</b>	<b>583</b>	<b>583</b>	<b>8</b>	<b>4006</b>

\*\* Totals do not include Recovered Vehicles

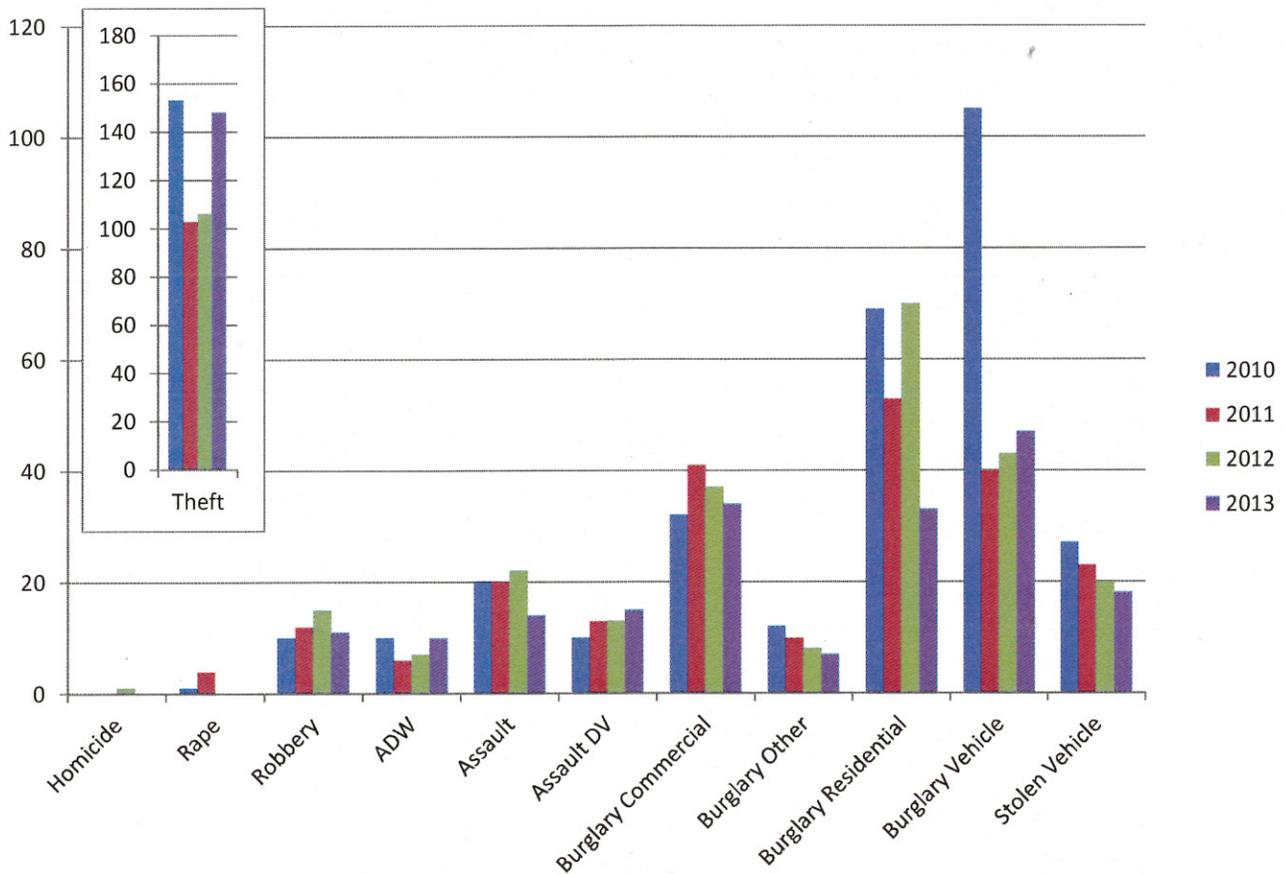
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**FOR PUBLIC DISTRIBUTION**

# PASADENA POLICE DEPARTMENT

## Nov 2010 - Nov 2013

	2010	2011	2012	2013	Change from 2012
Homicide			1		-100%
Rape	1	4			N/C
Robbery	10	12	15	11	-27%
ADW	10	6	7	10	43%
Assault	20	20	22	14	-36%
Assault DV	10	13	13	15	15%
Burglary Commercial	32	41	37	34	-8%
Burglary Other	12	10	8	7	-13%
Burglary Residential	69	53	70	33	-53%
Burglary Vehicle	105	40	43	47	9%
Theft	153	103	106	148	40%
Recovered Vehicle	12	13	8	19	138%
Stolen Vehicle	27	23	20	18	-10%
	449	325	342	337	-1%



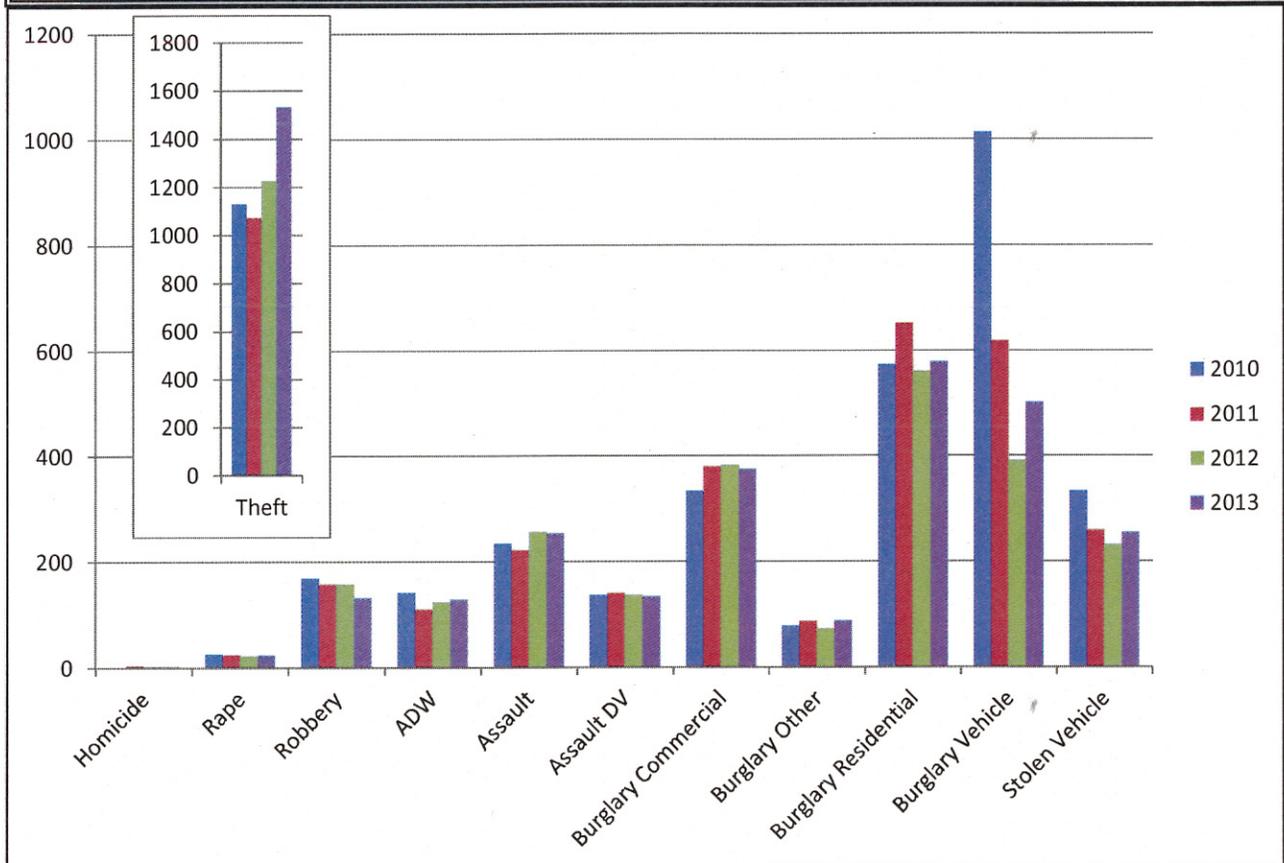
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FOR PUBLIC DISTRIBUTION

# PASADENA POLICE DEPARTMENT

## Year to Date through November

	2010	2011	2012	2013	Change from 2012
Homicide	2	5	3	3	0%
Rape	26	25	22	24	9%
Robbery	169	159	158	132	-16%
ADW	142	111	124	129	4%
Assault	234	223	257	254	-1%
Assault DV	137	142	137	135	-1%
Burglary Commercial	334	381	383	375	-2%
Burglary Other	78	88	73	88	21%
Burglary Residential	573	653	560	578	3%
Burglary Vehicle	1012	619	391	502	28%
Theft	1128	1073	1224	1531	25%
Recovered Vehicles	107	79	86	102	19%
Stolen Vehicle	333	260	231	255	10%
<b>Total</b>	<b>4168</b>	<b>3739</b>	<b>3563</b>	<b>4006</b>	<b>12%</b>



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FOR PUBLIC DISTRIBUTION

**MEMORANDUM - CITY OF PASADENA**  
**DEPARTMENT OF PUBLIC WORKS**

**DATE:** December 5, 2013  
**TO:** Michael J. Beck, City Manager  
**FROM:** Siobhan Foster, Director of Public Works  
**RE:** Devil's Gate Reservoir Sediment Removal & Management Project

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The Los Angeles County Department of Public Works, on behalf of the Los Angeles County Flood Control District, has announced revisions to and a redesign of the Devil's Gate Reservoir Sediment Removal and Management Project website to facilitate review of the Draft Environmental Impact Report (DEIR). Written comments are due to Los Angeles County by Monday, January 6, 2014, to ensure inclusion in the official Response to Comments Log that will be included in the Final EIR.

Please note that Los County Department of Public Works staff will present the project and DEIR to the Pasadena City Council on Monday, December 9, 2013. Additionally, on December 16, 2013, the Pasadena Department of Public Works will present the compilation of comments from all City departments on the DEIR to the City Council for its review and approval. The approved comments will then be submitted to Los Angeles County as the City's official response to the DEIR.

Attachment: Devil's Gate Reservoir Sediment Removal & Management Project Website Updates and Comment Period Reminder

# Devil's Gate Reservoir Sediment Removal and Management Project



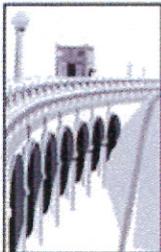
## *Devil's Gate Reservoir Sediment Removal and Management Project Website Updates and Comment Period Reminder*

Revisions and a redesign of [project website](#) have been made to help facilitate your review of the Draft EIR. The website now includes a copy of the PowerPoint presentation from the Community Meetings as well as overlays of the Proposed Project and Alternatives on the Hahamongna Watershed Park Master Plan in the [Resources Section](#). A Frequently Asked Questions Section will be added soon and will be updated periodically as we receive more comments.

As a reminder, if you haven't done so already, please submit your written comments by Monday, January 6, 2014 to ensure they are included in the official Response to Comments Log that will be included with the Final EIR.

Please check out the project website updates at  
<http://www.LASedimentManagement.com/DevilsGate>

### FOR MORE INFORMATION



**Visit our website:**

[www.lasedimentmanagement.com/devilsgate](http://www.lasedimentmanagement.com/devilsgate)

**Send an email:**

[reservoircleanouts@dpw.lacounty.gov](mailto:reservoircleanouts@dpw.lacounty.gov)

**or Write to:**

Los Angeles County Department of Public Works  
Attn: Water Resources Division - Reservoir Cleanouts  
P.O. Box 1460  
Alhambra, CA 91802-9974

**PATRICK SOON-SHIONG INNOVATION AWARDS 2013**

# WINNER

## OEWAVES INC.

Pasadena



**O**EWAVES Inc. transforms novel microwave photonic technologies, from concept to products in the marketplace, to enable new and advanced capabilities in communications, radar, and test and measurement systems. The innovative technology introduced by OEWaves allows reduction of size, weight, and power of these systems and enables their deployment on small platforms.

Advanced radar systems, for example, suitable only for use on large aircraft, can be re-architected based on OEWaves' technologies to fit on hand-launched Unmanned Aerial Vehicles (UAVs). These emerging platforms have already found multitudes of applications in service of commercial and military functions, ranging from search and rescue, to homeland security, and battlefield force protection.

OEWaves' technologies significantly enhance the usefulness of UAVs by making it possible to add the type of advanced sensors that are otherwise unavailable to them. Beyond this, OEWaves' technologies allow data link architectures and future advanced WiFi with order of magnitude improvement in capacity.

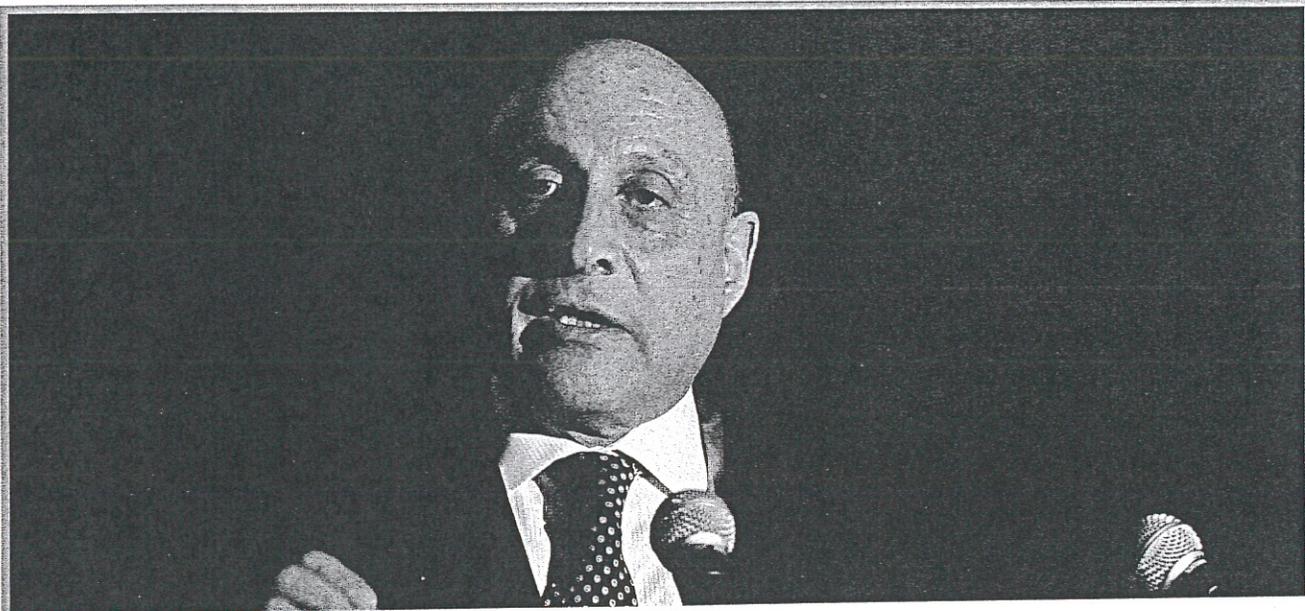
OEWaves' innovation story started with the invention of a unique oscillator known as the Opto-Electronic Oscillator (OEO) at the Jet Propulsion Laboratory. Oscillators generate the carrier waves in systems that receive and transmit information. The performance of the oscillator determines the data handling capacity of the system and information processing capability. The same considerations apply to high performance test and measurement systems and high performance radar. For nearly 75 years, high performance quartz oscillators have been the workhorses for these applications. As the appetite for consumption of information has grown, quartz and other electronic technologies are becoming unable to deliver the needed performance.

Soon after its invention, the OEO was recognized as a transformative technology that could address the emerging needs. OEWaves was formed to further develop and commercialize this innovation. OEOs use light from a laser, together with various other optical components, that result in the generation of a microwave reference signal. OEWaves developed and introduced an innovation to miniaturize the OEO from the size of a PC tower to the size of a postage stamp. This innovation is the development of a tiny object known as optical whisper-

ing gallery mode resonator. The name is derived from an observation long ago that certain domes, such as the dome of the St. Peter's cathedral, sustain energy so that whispers spoken on the far side of the of the cathedral go around the dome and may be heard as whispers on the other side. Similarly, tiny dome-like structures made with transparent crystals, sustain light energy introduced to them by having light travel around so many turns that it is equivalent to a path defined by many kilometers of optical fiber.

In the past few years OEWaves has introduced other innovations based on its core technologies and has developed novel components (filters, downconverters, etc.) with unprecedented performance.

In short, OEWaves has transformed scientific and technological innovations to make possible capabilities that represent major value to national problems and to the market place. And while OEWaves' innovations have already shown important impact in defense applications and in the commercial fiber optic sensing market, this success is only representative of new applications yet to come.



## PATRICK SOON-SHIONG INNOVATION AWARDS 2013

## WINNER

## SAFCELL INC.

Pasadena

**S**AFCell, Inc. develops scalable solid acid fuel cell (SAFC) stacks for applications requiring tens of watts to tens of kilowatts. Operating at mid-range temperatures around 250°C, SAFCell's stacks tolerate fuel impurities that pose obstacles to other fuel cell technologies. This allows SAFCell stacks to run more easily on commercially available gas fuels (e.g., propane and butane) or liquid fuels (e.g., methanol, diesel and bio-oils), greatly reducing the overall fuel cell system complexity and cost. SAFCell is partnering with targeted system integrators to enter first portable, and then stationary power markets.

SAFCell's core technology is the use of a solid acid electrolyte (CsH<sub>2</sub>PO<sub>4</sub>), a solid-state proton conducting material intermediate between normal salts and normal acids, pioneered at the California Institute of Technology (Caltech). High fuel impurity tolerances allow SAFCs to run on commercially available fuels, such as propane and diesel, with minimal system complexity. As such, SAFCs offer significant durability and cost advantages over these

lower-temperature fuel cell technologies when operating on commercially available fuels.

In combination to the use of commercial fuels, SAFC's stacks are made of inexpensive metal and polymer components that both reduce overall stack costs and result in a very rugged stack design. Other fuel cell technologies that tolerate such fuel impurities operate much higher temperatures, driving up the cost and reducing durability. As such, only SAFCs offer the combination of commercial fuel use, high durability, and low stack costs when compared to both lower and higher temperature fuel cell technologies. Compared to standard generators, SAFCs deliver longer lifetimes with less maintenance.

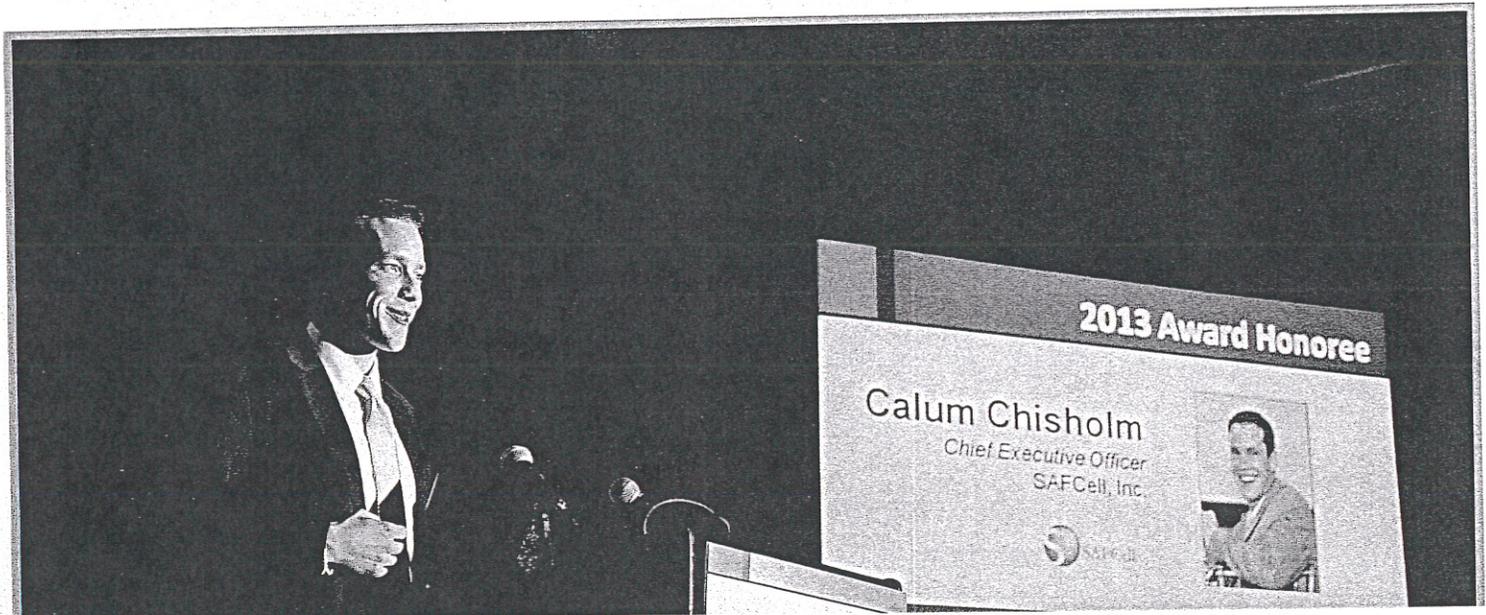
SAFCell, Inc. was founded in November of 2009 by Dr. Calum R.I. Chisholm and five other dedicated co-founders, to develop and commercialize SAFCs. However, the story of this technology goes back ten years earlier to the Materials Science Department at Caltech, where as a graduate student Dr. Chisholm and fellow graduate student, Dr. Dane Boysen, made the first solid acid fuel cell, generating a whopping 15 micro-Watts of power. Since then, the technology has been scaled to the over 1.5 kW,



a million fold increase in power output.

Drs. Chisholm and Boysen investigated the fundamental properties of a class of materials known as super-protonic solid acids, named such for their ability to transform into highly conductive solid-state proton conductors under specific temperature/pressure conditions. During their scientific investigations, and in collaboration with other scientists, it became clear that the materials could operate stably under fuel cell conditions.

Since then, the SAFCell team has automated cell fabrication and streamlined stack fabrication, resulting in a very stable stack platform producing tens to thousands of kilowatts. These robust and rugged pre-commercial stacks have helped to convince multiple system integrators to build full SAFC systems running off of methanol, propane, natural gas, and diesel fuels. Ongoing efforts will produce the first commercial SAFC power units in 2014 for portable and mobile power applications. Future development efforts at the cell and stack level will increase stack lifetimes and decrease stack costs, allowing SAFC power units to enter into small stationary markets, like remote, back-up, and residential power.



PATRICK J. CHEN-SHIONG INNOVATION AWARDS 2013

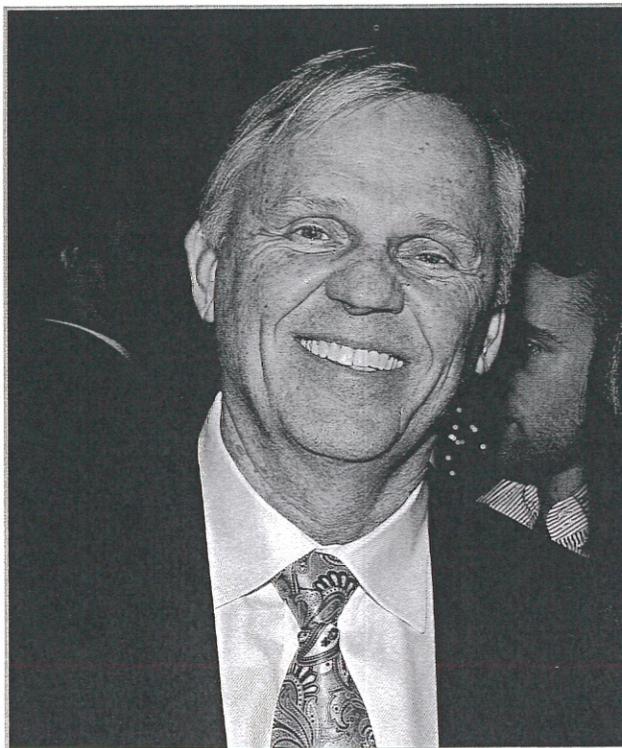
PROTABIT LLC *Pasadena*

**P**ROTABIT is a protein engineering firm founded in 2009 with the goal of creating a platform technology that could be used to optimize the properties of enzymes and proteins for use in industrial, agricultural, and therapeutics applications.

Proteins can be engineered through the manipulation of their primary sequence to take on desired properties for improved stability, activity, specificity, and shelf-life. Protabit combines the best available computational tools and laboratory techniques to yield specialized proteins. Its technological edge is a world-class, commercial-grade software platform (Triad) built in partnership with Caltech and Monsanto. Triad integrates proven computational approaches to protein design, allowing the user unprecedented flexibility in tailoring the methodology for specific design goals. This flexibility gives the software broad applicability in protein optimization and discovery and will facilitate the integration of future protein engineering breakthroughs.

By applying physics-based simulations of protein sequences, Triad can search enormous sequence spaces to rapidly find variants that are very different from the parent protein. This in silico approach eliminates sequences that are unstable or unfolded so that drastically fewer variants must be screened experimentally; this process speeds discovery and saves time and money.

One of Protabit's commercial goals is to apply this technology to rapidly engineer more cost-effective cellulolytic enzymes for converting biomass to fermentable sugars for use in the production of biofuels and other sustainable products. The company is customizing enzymes for optimal activity on different cellulosic feedstocks under a variety of industrial conditions. Customized high-performance enzymes can enable higher throughput, reduce environmental impact, and decrease total processing costs.



Barry Olafson of Protabit LLC



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## LOS ANGELES COUNTY HOME SALES OCTOBER 2013

October home prices in Los Angeles County stayed flat compared to the month earlier; the number of homes sold crept up by 9 percent over September levels. Last month's median price of \$475,000 was considerably higher year-over-year, up 28 percent from the prior period. At the same time, the number of transactions declined by 9 percent.

Leading the market was the 90027 Los Feliz ZIP code, which saw 11 houses sold at a median price of \$2.4 million, a 166 percent spike from the year earlier. The South Figueroa 90007 ZIP and Encino's 91436 both saw a 99 percent year-over-year spike in prices, with median transaction values of \$515,000 and \$1.4 million, respectively.

Seeing the steepest year-over-year median price decline was Glendale's 91201 ZIP code, where the three homes sold averaged \$475,000, 26 percent lower than a year ago. Westwood, Covina and Bell each also saw prices decline by 18 percent, though with fewer than a half-dozen transactions each, outliers could have accounted for the dips.

### ► COUNTY AT A GLANCE

#### HOMES SOLD

Median Price	Month-to-Month % Change	Year-to-Year % Change
<b>\$475,000</b>	<b>0%</b>	<b>▲28%</b>

Number	Month-to-Month % Change	Year-to-Year % Change
<b>4,463</b>	<b>▲9%</b>	<b>▼9%</b>

#### HOMES LISTED

Number	Month-to-Month % Change	Year-to-Year % Change
<b>9,719</b>	<b>▼6%</b>	<b>▼7%</b>

### ► BIGGEST PRICE GAINERS

City	Zip	Units Sold	Median Price	Yr/Yr Change
L.A./Los Feliz	90027	11	\$2,350	166%
L.A./South Figueroa	90007	4	515	99%
Encino	91436	27	1,350	99%
L.A./Windsor Hills	90043	26	448	66%
L.A./Commerca	90040	5	325	64%
L.A./Bel Air	90077	20	2,445	64%
L.A./Mid-City	90019	20	714	64%
Montrose	91020	3	510	55%
L.A./West Adams	90018	13	378	54%
Torrance	90501	16	557	53%

### ► BIGGEST PRICE LOSERS

Glendale	91201	3	\$475	-26%
L.A./Westwood	90024	5	1,450	-18%
Covina	91723	3	327	-18%
Bell	90201	6	225	-18%
Arcadia	91006	20	928	-15%
Glendale	91206	3	550	-12%
Calabasas	91302	24	1,203	-11%
Long Beach	90803	20	765	-10%
Encino	91316	10	483	-9%
South Pasadena	91030	20	1,059	-8%

## ► HOME SALES

City	Zip	Units Sold							Listings					
		Number	Mo/Mo % Change	Yr/Yr % Change	Median Price	Median Price Mo/Mo % Change	Median Price Yr/Yr % Change	Sale-to-List Mean Ratio	Median Price SqFt	Number	Mo/Mo % Change	Yr/Yr % Change	Median Price	Median Price SqFt
<b>Los Angeles County</b>		<b>4,463</b>	<b>9%</b>	<b>-9%</b>	<b>\$475</b>	<b>0%</b>	<b>28%</b>	<b>0%</b>	<b>\$306</b>	<b>9,719</b>	<b>-6%</b>	<b>-7%</b>	<b>\$569</b>	<b>\$328</b>
Agoura Hills	91301	23	-4%	5%	730	-13%	15%	-5%	323	74	12%	7%	939	354
Alhambra	91801	9	0%	-10%	590	12%	10%	-2%	439	22	10%	22%	649	357
Alhambra	91803	7	-22%	-53%	580	5%	35%	4%	362	24	14%	-8%	535	387
Altadena	91001	38	-10%	19%	550	-17%	9%	0%	398	54	-19%	-38%	565	398
Arcadia	91006	20	-29%	-29%	928	-15%	-15%	0%	459	71	-14%	22%	1,400	495
Arcadia	91007	23	229%	5%	1,280	-11%	-6%	-3%	514	28	-20%	-22%	1,800	558
Artesia	90701	4	-56%	-56%	323	-16%	1%	-8%	291	10	-23%	-50%	450	227
Azusa	91702	18	29%	-38%	344	-8%	12%	1%	264	40	-7%	-38%	375	271
Baldwin Park	91706	23	28%	-43%	330	-2%	38%	-1%	254	65	16%	-10%	340	262
Bell	90201	6	-25%	-54%	225	-20%	-18%	-1%	192	20	-9%	-9%	320	225
Bell Canyon	91307	25	-11%	-24%	500	-12%	14%	-1%	305	76	-13%	7%	649	323
Bellflower	90706	21	24%	-13%	379	0%	39%	1%	286	37	-8%	-35%	410	280
Beverly Hills	90210	23	-8%	-21%	5,146	84%	45%	-7%	921	142	-9%	-13%	3,990	964
Beverly Hills	90211	2	N/A	N/A	N/A	N/A	N/A	N/A	N/A	14	0%	17%	2,300	804
Beverly Hills	90212	1	N/A	N/A	N/A	N/A	N/A	N/A	N/A	6	-33%	N/A	2,995	827
Burbank	91501	10	150%	25%	670	-8%	8%	-3%	429	9	-18%	-53%	979	387
Burbank	91504	14	56%	-7%	655	9%	21%	-1%	395	24	0%	50%	679	406
Burbank	91505	22	-8%	29%	617	14%	36%	0%	435	36	50%	16%	575	397
Burbank	91506	16	-6%	60%	525	-14%	12%	0%	432	22	-37%	-19%	599	402
Calabasas	91302	24	20%	41%	1,203	-17%	-11%	-5%	402	107	-14%	11%	1,995	432
Canoga Park	91303	7	133%	-30%	410	11%	23%	-4%	245	16	0%	78%	449	302
Canoga Park	91304	35	52%	-3%	475	-18%	16%	-1%	271	42	0%	-26%	599	285
Canyon Country	91351	20	-33%	-33%	381	-2%	34%	-1%	247	26	-21%	13%	380	248
Canyon Country	91387	29	0%	-22%	432	-6%	14%	0%	201	53	-13%	-28%	519	235
Canyon Country	91390	27	108%	29%	470	-8%	22%	-1%	203	77	-5%	17%	570	212
Carson	90745	15	-29%	-40%	391	7%	36%	0%	260	38	-25%	-22%	399	275
Carson	90746	9	-44%	-44%	380	1%	31%	0%	245	18	6%	-47%	398	240
Castaic	91384	22	-15%	-15%	402	-4%	18%	0%	195	34	0%	-21%	445	221
Cerritos	90703	34	31%	31%	620	5%	15%	-1%	312	42	-22%	-16%	639	335
Chatsworth	91311	23	44%	-15%	590	-13%	51%	0%	272	69	15%	25%	595	267
Claremont	91711	30	30%	-23%	516	-8%	23%	-2%	277	63	-7%	34%	640	291
Compton	90220	26	-13%	0%	231	-3%	24%	0%	202	38	-14%	-58%	238	209
Compton	90221	24	20%	26%	235	-6%	9%	0%	209	35	-30%	-46%	250	204
Compton	90222	22	29%	-4%	227	18%	25%	0%	188	45	-10%	-30%	248	217
Covina	91722	20	-35%	-43%	393	9%	27%	1%	287	30	-12%	-19%	375	268
Covina	91723	3	-73%	-40%	327	-14%	-18%	-4%	227	15	-29%	-21%	389	280
Covina	91724	18	-5%	-10%	455	-7%	27%	-1%	260	41	14%	-5%	645	298
Culver City	90230	8	-43%	-33%	707	-3%	11%	1%	562	14	0%	-13%	799	439
Culver City	90232	5	-50%	-38%	860	-9%	17%	1%	585	6	20%	-54%	900	416
Diamond Bar	91765	31	-11%	-23%	630	5%	17%	-2%	343	100	-14%	15%	739	347

Note: Median prices in thousands except for square foot prices. Sales-to-List Mean Ratio is calculated by dividing the closing average sales price by the average list price in a ZIP code. Median prices and percentage changes for ZIP codes with four or fewer sales are not calculated and are shown as N/A, or not applicable.

Source: REDFIN

▶ HOME SALES *continued*

City	Zip	Units Sold								Listings				
		Number	Mo/Mo % Change	Yr/Yr % Change	Median Price	Median Price Mo/Mo % Change	Median Price Yr/Yr % Change	Sale-to-List Mean Ratio	Median Price SqFt	Number	Mo/Mo % Change	Yr/Yr % Change	Median Price	Median Price SqFt
L.A./South L.A.	90061	11	57%	-35%	\$235	-2%	46%	2%	\$181	29	81%	-28%	\$236	\$202
L.A./W. Hollywood	90046	24	41%	14%	1,249	-8%	-7%	-4%	589	88	-13%	-10%	1,795	670
L.A./W. Hollywood	90048	16	23%	23%	1,494	11%	31%	-3%	707	21	40%	5%	1,675	733
L.A./W. L.A.	90025	8	14%	N/A	1,059	3%	N/A	7%	801	7	-30%	-22%	1,299	640
L.A./W. Hollywood	90069	12	20%	-8%	2,161	-1%	-2%	-7%	914	94	-2%	13%	3,000	933
L.A./Watts	90002	16	-16%	-41%	218	-3%	42%	0%	189	85	21%	12%	227	207
L.A./West Adams	90018	13	0%	-28%	378	15%	54%	1%	247	33	-30%	6%	450	270
L.A./Westchester	90045	34	6%	10%	755	-1%	18%	-1%	463	32	-6%	-14%	825	465
L.A./Westwood	90024	5	67%	-64%	1,450	-30%	-18%	-3%	579	14	-33%	-22%	2,495	704
L.A./Willowbrook	90059	22	57%	-31%	223	-2%	22%	0%	192	63	-15%	-13%	225	207
L.A./Windsor Hills	90043	26	-10%	13%	448	21%	66%	1%	263	71	-16%	-22%	350	257
La Canada Flintridge	91011	18	-10%	6%	1,179	-4%	32%	-2%	525	57	-10%	8%	1,749	542
La Crescenta	91214	31	19%	0%	645	24%	17%	0%	428	39	-11%	8%	685	385
La Mirada	90638	28	12%	-36%	467	10%	22%	-1%	305	44	-10%	-17%	485	305
La Puente	91744	27	-21%	-43%	340	3%	32%	0%	275	48	4%	-33%	349	265
La Puente	91746	16	23%	7%	340	-1%	21%	0%	276	33	32%	57%	352	268
La Verne	91750	30	15%	0%	490	3%	9%	-2%	268	55	12%	31%	529	289
Lake Hughes	93532	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	6	-33%	0%	165	168
Lakewood	90712	31	19%	29%	441	3%	15%	0%	311	44	-12%	-14%	450	324
Lakewood	90713	28	33%	-24%	456	4%	23%	-1%	367	28	-24%	-24%	480	323
Lakewood	90715	10	N/A	0%	418	N/A	35%	0%	315	18	20%	-10%	400	357
Lancaster	93534	18	-5%	29%	135	8%	22%	0%	105	27	-18%	13%	169	101
Lancaster	93535	38	15%	58%	151	1%	25%	0%	100	89	7%	56%	160	100
Lancaster	93536	52	100%	136%	257	14%	35%	0%	109	119	-2%	35%	280	114
Lawndale	90260	7	-22%	0%	400	-10%	29%	1%	280	22	10%	22%	420	311
Littlerock	93543	3	0%	-25%	180	29%	47%	3%	100	14	8%	-30%	180	147
Llano	93544	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	6	100%	100%	280	125
Long Beach	90717	6	N/A	-33%	598	N/A	21%	0%	332	15	-12%	-6%	524	308
Long Beach	90755	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	9	29%	-53%	675	298
Long Beach	90803	20	43%	0%	765	-24%	-10%	-3%	467	54	-18%	-10%	1,069	531
Long Beach	90804	7	-42%	40%	385	-11%	18%	-6%	358	23	-21%	-15%	445	334
Long Beach	90805	36	13%	-38%	309	-2%	27%	0%	288	62	-16%	-22%	320	271
Long Beach	90806	17	21%	0%	390	9%	26%	-2%	295	21	-22%	-53%	390	239
Long Beach	90807	22	10%	-4%	546	9%	22%	-2%	319	45	-15%	7%	599	351
Long Beach	90808	40	21%	11%	485	-7%	11%	-1%	375	66	-6%	29%	575	369
Long Beach	90810	10	-38%	-38%	355	17%	34%	1%	273	20	-17%	-51%	336	231
Long Beach	90813	6	50%	50%	273	6%	22%	-8%	229	17	55%	6%	329	263
Long Beach	90814	8	14%	14%	650	-4%	24%	-4%	411	18	-18%	-22%	749	371
Long Beach	90815	44	57%	22%	538	0%	20%	-2%	381	55	-7%	15%	550	379
Lynwood	90262	20	122%	0%	244	-8%	-5%	0%	224	40	-2%	-25%	280	237
Malibu	90265	22	10%	47%	2,248	23%	18%	-5%	778	208	-12%	-1%	4,600	1,063
Manhattan Beach	90266	25	-14%	-4%	1,585	-7%	2%	-2%	858	39	-19%	-19%	2,399	838
Marina Del Rey	90292	3	0%	N/A	1,750	79%	N/A	0%	580	12	-8%	0%	2,195	661
Maywood	90270	4	0%	N/A	305	31%	N/A	2%	251	0	N/A	N/A	N/A	N/A
Mission Hills	91345	13	18%	-38%	372	-1%	13%	0%	249	9	-25%	-36%	360	215
Monrovia	91016	26	37%	-7%	560	7%	16%	0%	370	55	-8%	-8%	575	396
Montebello	90640	14	-18%	-46%	428	16%	18%	0%	269	38	-5%	-7%	475	274
Monterey Park	91754	17	113%	6%	589	25%	16%	1%	350	23	-21%	-30%	659	386
Monterey Park	91755	7	17%	0%	610	3%	37%	1%	348	23	-8%	10%	648	328
Montrose	91020	3	N/A	0%	510	N/A	55%	-3%	443	5	-50%	25%	489	348
Newhall	91321	12	-8%	-59%	401	-6%	4%	-1%	223	39	3%	22%	480	264
North Hills	91343	21	-19%	-38%	420	-2%	19%	0%	223	37	-14%	3%	469	255
North Hollywood	91601	13	44%	0%	520	-23%	24%	-3%	402	25	-11%	39%	599	438
North Hollywood	91602	13	160%	63%	815	-24%	-5%	-6%	430	18	-14%	-54%	1,299	482
North Hollywood	91605	16	7%	-45%	341	-10%	16%	-1%	266	31	-9%	-31%	450	284
North Hollywood	91606	12	-25%	20%	410	-6%	13%	0%	241	32	-6%	-3%	495	331
Northridge	91324	14	-13%	-36%	537	25%	30%	-3%	271	34	6%	89%	599	270
Northridge	91325	24	50%	4%	520	11%	33%	-1%	283	33	-13%	-28%	660	276
Northridge	91326	26	-10%	-16%	675	-1%	23%	0%	286	38	-27%	12%	729	292
Norwalk	90650	53	-12%	-33%	330	0%	12%	0%	283	93	-13%	-34%	359	302
P. V. Peninsula	90274	22	-19%	-12%	1,529	1%	9%	-1%	574	68	-8%	-16%	2,225	643
Pacific Palisades	90272	22	-15%	5%	2,668	12%	11%	-2%	947	81	9%	0%	3,700	951
Pacoima	91331	41	11%	-34%	330	7%	23%	1%	228	57	-16%	-29%	330	259
Palmdale	93550	34	26%	62%	165	1%	24%	0%	112	68	6%	19%	175	115
Palmdale	93551	36	71%	50%	290	9%	25%	-2%	114	89	1%	9%	305	129
Palmdale	93552	22	16%	-4%	204	4%	36%	0%	90	48	-8%	-6%	219	109
Palmdale	93591	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	7	0%	133%	105	90
Panorama City	91402	16	60%	-38%	351	-4%	25%	0%	235	28	-15%	0%	389	254
Paramount	90723	11	57%	57%	285	-13%	19%	0%	250	8	-11%	-68%	315	235
Pasadena	91103	16	7%	60%	547	24%	14%	-1%	385	31	-9%	-24%	550	356

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Source: Redfin

▶ HOME SALES *continued*

City	Zip	Units Sold							Listings					
		Number	Mo/Mo % Change	Yr/Yr % Change	Median Price	Median Price Mo/Mo % Change	Median Price Yr/Yr % Change	Sale-to-List Mean Ratio	Median Price SqFt	Number	Mo/Mo % Change	Yr/Yr % Change	Median Price	Median Price SqFt
Pasadena	91104	28	22%	22%	\$618	-5%	15%	-2%	\$405	58	2%	21%	\$645	\$397
Pasadena	91105	12	33%	9%	1,115	-11%	47%	-1%	459	32	-3%	-6%	1,249	504
Pasadena	91106	6	100%	0%	757	-45%	12%	0%	456	16	-16%	-6%	650	493
Pasadena	91107	41	32%	86%	700	-13%	6%	-2%	444	61	15%	42%	770	419
Pico Rivera	90660	32	45%	-29%	349	6%	29%	0%	282	40	-23%	-34%	360	261
Playa Del Rey	90293	4	-20%	N/A	1,210	27%	N/A	-12%	396	10	-33%	-9%	1,249	480
Pomona	91766	26	-10%	-42%	293	-4%	26%	0%	219	67	12%	18%	360	240
Pomona	91767	25	0%	-49%	295	2%	29%	1%	210	63	2%	40%	320	227
Pomona	91768	19	-17%	27%	270	-2%	7%	2%	208	31	-14%	-11%	289	224
R. P. Verdes	90275	27	-36%	-10%	1,070	-7%	15%	-2%	474	87	7%	5%	1,549	496
Redondo Beach	90277	12	-8%	-8%	965	-3%	-4%	-1%	562	27	0%	23%	1,115	592
Redondo Beach	90278	13	30%	-38%	750	2%	14%	-2%	430	29	32%	71%	759	438
Reseda	91335	41	-2%	-27%	410	3%	19%	-1%	288	72	4%	18%	429	288
Rosemead	91770	13	-13%	-28%	495	9%	27%	1%	375	46	18%	-13%	480	331
Rowland Heights	91748	20	-17%	25%	531	15%	9%	-1%	312	61	-8%	-26%	680	315
San Dimas	91773	23	-4%	-4%	555	26%	35%	0%	289	49	-17%	-6%	599	287
San Fernando	91340	13	18%	8%	298	3%	19%	0%	277	23	-8%	-4%	350	284
San Gabriel	91775	12	-37%	-45%	779	11%	25%	0%	423	32	-3%	-14%	759	397
San Gabriel	91776	14	56%	75%	495	-14%	30%	-2%	358	39	-13%	70%	549	381
San Marino	91108	15	7%	0%	1,725	-21%	3%	-1%	710	18	-18%	50%	1,800	695
San Pedro	90731	21	-5%	40%	448	-2%	34%	-3%	331	53	6%	13%	469	340
San Pedro	90732	10	-17%	11%	515	-12%	-3%	0%	341	30	15%	15%	659	377
Santa Clarita	91350	37	32%	-20%	445	2%	33%	0%	243	43	-14%	0%	465	216
Santa Fe Springs	90670	8	33%	14%	364	4%	9%	-2%	274	11	0%	-39%	369	287
Santa Monica	90402	9	0%	13%	2,815	27%	1%	0%	1,047	30	3%	36%	3,898	994
Santa Monica	90405	10	67%	11%	1,319	-26%	4%	4%	840	14	8%	-13%	1,550	763
Sherman Oaks	91403	16	7%	-20%	910	8%	-5%	0%	438	55	2%	38%	1,190	413
Sherman Oaks	91423	22	38%	-8%	918	-15%	5%	0%	429	68	3%	31%	1,085	462
Sierra Madre	91024	13	117%	333%	910	0%	52%	5%	454	26	-28%	18%	849	401
South El Monte	91733	7	-36%	-22%	395	20%	36%	4%	232	16	-6%	-20%	389	306
South Gate	90280	17	-41%	-47%	305	-3%	17%	2%	229	48	-4%	-28%	330	276
South Pasadena	91030	20	100%	54%	1,059	20%	-8%	-1%	511	17	21%	-19%	798	552
Stevenson Ranch	91381	18	80%	-44%	580	-11%	5%	-1%	256	38	3%	6%	750	250
Studio City	91604	24	-25%	-27%	1,063	-1%	21%	-4%	519	84	-3%	35%	1,279	499
Sun Valley	91352	23	21%	-15%	380	16%	27%	1%	251	47	-11%	31%	425	285
Sunland	91040	15	0%	-38%	455	14%	29%	0%	300	46	12%	2%	500	286
Sylmar	91342	68	58%	24%	365	-1%	13%	0%	236	90	5%	-9%	390	254
Tarzana	91356	22	0%	100%	948	2%	42%	-2%	356	60	-2%	-28%	1,250	384
Temple City	91780	32	78%	45%	654	-8%	17%	-1%	402	38	-3%	-17%	676	401
Topanga	90290	10	0%	67%	800	-18%	11%	-3%	481	48	17%	20%	1,195	542
Torrance	90501	16	33%	7%	557	31%	53%	-1%	329	39	-15%	56%	549	345
Torrance	90502	3	-50%	-40%	410	12%	34%	3%	340	14	8%	27%	429	308
Torrance	90503	17	-19%	-6%	750	10%	17%	-1%	449	25	4%	-11%	750	399
Torrance	90504	7	-46%	-63%	515	3%	16%	-5%	413	16	-16%	23%	519	382
Torrance	90505	14	-18%	-18%	893	26%	13%	-2%	399	31	-6%	24%	865	437
Tujunga	91042	25	32%	4%	400	3%	16%	-1%	303	44	7%	-15%	499	306
Valencia	91354	42	56%	27%	495	-6%	5%	-1%	216	55	-19%	31%	520	239
Valencia	91355	22	5%	-8%	480	-2%	13%	-1%	271	38	-21%	41%	619	244
Valley Village	91607	17	13%	55%	823	27%	38%	-2%	379	22	-29%	-24%	735	376
Van Nuys	91401	16	-27%	-41%	622	-3%	13%	-3%	344	38	0%	15%	670	356
Van Nuys	91405	19	58%	-14%	405	-4%	26%	0%	289	27	4%	0%	450	270
Van Nuys	91406	29	26%	-3%	420	-11%	19%	0%	304	34	-23%	-13%	459	286
Van Nuys	91411	13	30%	18%	581	8%	52%	-4%	410	19	6%	27%	550	364
Venice	90291	17	-15%	-15%	1,350	-5%	7%	-2%	862	33	-25%	-13%	1,595	900
Walnut	91789	42	20%	17%	790	24%	22%	-2%	361	64	-21%	7%	765	363
West Covina	91790	31	55%	-9%	415	4%	26%	1%	288	35	-17%	-8%	450	271
West Covina	91791	24	71%	0%	450	-10%	14%	-1%	271	46	-18%	-15%	740	312
West Covina	91792	8	14%	-38%	455	25%	28%	0%	269	23	10%	-26%	455	301
West Hills	91307	25	-11%	-24%	500	-12%	14%	-1%	305	76	-13%	7%	649	323
Whittier	90601	14	-26%	-30%	410	-17%	14%	-1%	257	34	-3%	-38%	500	279
Whittier	90602	7	-42%	-36%	358	-2%	14%	-1%	361	21	11%	-13%	470	307
Whittier	90603	16	0%	-30%	445	-8%	20%	-2%	293	37	23%	-27%	499	323
Whittier	90604	23	0%	-34%	411	4%	23%	-1%	290	42	14%	-18%	430	306
Whittier	90605	23	0%	-43%	359	3%	14%	3%	273	44	5%	-33%	460	298
Whittier	90606	20	-17%	5%	330	-2%	25%	0%	281	31	72%	-33%	365	269
Wilmington	90744	9	-31%	-50%	289	-4%	15%	0%	213	22	-21%	-48%	299	241
Winnetka	91306	30	3%	-25%	415	-1%	24%	0%	268	54	-17%	54%	450	257
Woodland Hills	91364	29	-22%	-9%	650	-13%	11%	-1%	323	95	-7%	13%	730	329
Woodland Hills	91367	26	-4%	-13%	652	3%	16%	-2%	280	56	-14%	-16%	749	330

Note: Median prices in thousands except for square foot prices. Sales-to-List Mean Ratio is calculated by dividing the closing average sales price by the average list price in a ZIP code. Median prices and percentage changes for ZIP codes with four or fewer sales are not calculated and are shown as N/A, or not applicable.

Source: Redfin



South Coast  
Air Quality Management District  
c/o Pacific STIHL  
9860 W Ferguson Ave., Suite A  
Visalia, CA 93291

BR 500 Backpack Blower

**ONLY \$200**

Plus applicable taxes.  
See details inside.



Cleaning the Air That We Breathe™

Registration begins Wed. Nov. 20th.  
Operators are available  
Tues. - Fri. 8am-5pm

**1.888.425.6247**

Registración empieza el Miércoles  
20 de Noviembre. 1.888.425.6247.  
Operadores están disponibles  
de Martes a Viernes de  
8 am a 5 pm.

FOR PROFESSIONAL GARDENERS AND LANDSCAPERS ONLY



**PAY ONLY \$200**  
Plus applicable taxes  
SUGGESTED RETAIL VALUE \$479.95

Trade in your "dirty" backpack blower for a **NEW LOW-EMISSION, LOW-NOISE STIHL BR 500**



You Must Pre-Register!  
To Make a Reservation,  
CALL  
**1.888.425.6247**

# HOW TO REGISTER

Registration Begins Wednesday, November 20th at 8:00 a.m.  
Operators are available Tuesday through Friday from 8 a.m. - 5 p.m.

Trade in your current backpack blower (must be fully operational) and replace it with a new STIHL BR 500 backpack blower for the SCAQMD-subsidized price of only \$200. Supplies are limited. You must pre-register for one of the exchange events listed below. Reservations will be taken on a first-come, first-served basis. Each gardening/landscaping business can exchange up to 10 working blowers.

When you call to register, we will ask for your name, address, phone number, the exchange location/date of your choice, and the number of working blowers you intend to exchange. You will be given a confirmation number and a half-hour time slot to arrive at the event. Your reservation will only be good for the day and location of the event you choose. Cash, personal checks, and major credit cards will be accepted at the events.

## To qualify for the blower exchange, you must:

- Be a professional gardener/landscaper
- Live and work within the SCAQMD's 4-county jurisdiction. This includes most of Los Angeles County (excluding the Antelope Valley), all of Orange County, most of Riverside County, and non-desert San Bernardino County.

SCAQMD does not warrant or endorse any product. Any warranties on the STIHL BR 500 leaf blower are limited to those provided by the manufacturer. The STIHL BR 500 is a gasoline-powered leaf blower, and may be subject to local restrictions. It is the user's responsibility to comply with all local ordinances.



## BR 500 Backpack Blower

This low-noise 65 dB(A)\* blower features increased power, lower emissions, and greater fuel efficiency!

Specifications

Noise Level:	65 dB(A)*	Air Volume:	
Displacement:	64.8 cc (3.95 cu. in.)	with tube:	810 m <sup>3</sup> /h (477 cfm)
Engine Power:	1.8 kW (3.0 bhp)	without tube:	1380 m <sup>3</sup> /h (812 cfm)
Weight:	10.1 kg (22.3 lbs.)	Air Velocity:	81 m/sec. (181 mph)
Fuel Capacity:	1400 cc (47.3 oz.)		*As measured per ANSI-B175.2

# PAY ONLY

# \$200

Plus applicable taxes. See details above.

With OPERABLE Trade-in

SUGGESTED RETAIL VALUE **\$479<sup>95</sup>**

**YOU MUST PRE-REGISTER!**  
**TO MAKE A RESERVATION, CALL**  
**TOLL FREE 1.888.425.6247**

## EXCHANGE EVENT LOCATIONS/DATES

### Locales/Fechas

- Monday Dec. 2** – Rimforest Lumber – at Perris Hill Park (Highland Ave. at Lawrence) – San Bernardino
- Tuesday Dec. 3** – A-1 Garden Equipment – 15690 Foothill Blvd. – Fontana
- Wednesday Dec. 4** – Larry's Lawnmower Shop – 244 W. Holt Ave. – Pomona
- Thursday Dec. 5** – Chino Mower and Engine – 13546 Central Ave. – Chino
- Monday Dec. 9** – Yoshi's Lawnmower – 652 Williams Rd. – Palm Springs
- Tuesday Dec. 10** – L&M Power Equipment – 28690 Las Haciendas St. – Temecula
- Wednesday Dec. 11** – Mason's Saw and Lawnmower – 1724 Container Circle – Riverside
- Thursday Dec. 12** – B&M Lawn & Garden Center – 2801 E. Miraloma – Anaheim
- Friday Dec. 13** – Best Lawnmower – 722 S. Beach Blvd. – La Habra
- Monday Dec. 16** – Simon's Power Equipment – 12117 Vanowen St. – North Hollywood
- Tuesday Dec. 17** – Marco Power Equipment – 11164 Atlantic Ave. – Lynwood
- Wednesday Dec. 18** – Alan's Lawnmower – 12194 Firestone Blvd. – Norwalk
- Thursday Dec. 19** – Lawnmower Corner – 1657 E. Walnut St. – Pasadena
- Friday Dec. 20** – Sepulveda Lawnmower – at Glendale Community College

## CÓMO INSCRIBIRSE

La inscripción comienza el **Miércoles, 20 de Noviembre del 2013 a las 8 a.m.**

Intercambie su soplador de mochila (la cual deberá funcionar correctamente) y reemplácela con un soplador de hojas STIHL BR 500 nueva, por el precio subsidiado por SCAQMD de tan sólo \$200. Las cantidades son limitadas. Deberá inscribirse previamente para uno de los eventos de intercambio indicados. Las reservas se aceptarán en orden de llegada. Cada negocio de jardinería podrá intercambiar hasta 10 sopladores que funcionen.

Cuando llame para inscribirse, le pediremos su nombre, dirección, número telefónico, la ubicación/fecha de intercambio que ha seleccionado y el número de sopladores que desea intercambiar. Se le dará un número de confirmación y el horario en el que deberá presentarse al evento. Su reservación será válida únicamente para el día y lugar del evento que ha seleccionado. Se aceptará dinero en efectivo, cheques personales y tarjetas de crédito serán aceptadas en el evento.

### Para calificar del intercambio de sopladores tiene que:

- Ser un jardinero profesional
- Vivir y trabajar dentro de la jurisdicción de los cuatro condados de SCAQMD. El cual incluye la mayor parte del Condado Los Angeles (excluyendo Antelope Valley), todo el Condado de Orange, la mayor parte del Condado de Riverside, y la parte no desértica del Condado de San Bernardino.

### Pague sólo \$200 por intercambio de una sopladora operable.

SCAQMD no garantiza ni promoción/apoya ningún producto. Todas las garantías de los sopladores STIHL BR 500 quedan limitadas a las que ofrece el fabricante.

El STIHL BR 500 es un soplador de hojas con motor de gasolina, y puede estar sujeto a ciertas restricciones locales. Es la responsabilidad del usuario cumplir con todas las regulaciones locales.

### Soplador de mochila BR 500

Este soplador de ruido reducido [65 dB(A)]\* destaca el motor STIHL 4-MIX® para mayor potencia, emisiones reducidas y menor consumo de combustible.

### Especificaciones:

Nivel de ruido:	65 dB(A)*	Volumen de aire:	
Cilindrada:	64,8 cm <sup>3</sup> (3,95 pulg <sup>3</sup> )	con tubos:	810 m <sup>3</sup> /h (477 pies <sup>3</sup> /min)
Potencia del motor:	1,8 kW (3,0 bhp)	sin tubos:	1380 m <sup>3</sup> /h (812 pies <sup>3</sup> /min)
Peso:	10 kg (22,3 lb)	Velocidad de aire:	81 m/s (181 millas/h)
Capacidad de combustible:*	1400 cm <sup>3</sup> (47,3 oz.)		*Medido según la norma ANSI-B175.2

¡Es necesario inscribirse previamente! Para hacer su reservación, llame de martes a viernes gratuitamente al 1.888.425.6247

