



HERALD Strategy

Special Advertising Section

In This Together

Shops @The Dunes adapt and adjust during pandemic

couldn't have imagined

By Lisa Crawford Watson

Scott and Kim Negri walked into an explosion of brightly painted walls and colorful murals at "Crazy Fruit," a dessert and snacks café in the Hispanic tradition, which recently opened in Marina. They discovered treats that incorporate the flavors of Mexico, among them a blended lime-and-cucumber drink, a mangoeada beverage topped with Jabalina spicy tamarind candy, fruit paletas Mexicanas or creamy popsicles, and fresh-cut fruit with a scoop of ice cream, drizzled with chamoy plum sauce, plus many other fresh treats. The Negris knew, at first taste, they'd introduced a winner to their "Shops @ The Dunes" retail shopping center.

"We are so excited to bring all these fresh, traditional flavors to the community," said owner Liliana Raya Ruiz who, with her family, designed, built-out and painted the space. "We can't wait until people can sit at our bar-style seating and ice cream cone-shaped booths, and enjoy a tamarind fresh-fruit taco. We hope it's soon."

Crazy Fruit is the newest addition to the Negris' more-than 40,000sq. ft., four-building center on General Stilwell Drive, completed in 2019, which remains fully leased by nearly 20 businesses, despite the pandemic.

"COVID has created challenges for so many

it would last this long or have such far-reaching effects," said Kim Negri. "It has been particularly hard on Sport Clips Haircuts and Polished Nails, both of which are now open, and Anytime Fitness, which was open only two weeks during this pandemic."

The chances of a traditional two-story gym finding a way to set up equipment outside, in ocean air, under variable weather conditions, while meeting the needs and expectations of members, says Negri, are slim to none.

Additional businesses, which are open and following pandemic protocols include Blaze Pizza, Teriyaki Madness, and Deli Delicious. The second building houses Dametra Fresh Mediterranean, Crazy Fruits, 360 Health Café, U.S. Armed Services recruitment center, and CPAP Services, plus the shuttered Anytime Fitness. The third building hosts Smashburger, Poké Bar, Imjin Dental, Dunes Market, Polished Nails, and Mattress FIRM. The fourth building houses Starbucks, Verizon, Sport Clips, and Chipotle.

"When we introduced our food court, we envisioned quick-service, to-go restaurants," said Negri, "where everyone could come by, feed a family after a soccer game or while traveling, and everyone could get what they want. Mom wants a cup of coffee, Dad wants a deli sandwich, son wants pizza, and daughter wants Mexican grill. It works for everybody." Shops @ The Dunes

resides south of The Dunes Shopping Center, anchored by Target, REI, Kohl's, Best Buy, Michael's, Old Navy, Party City, and Famous Footwear. It is west of Montage Wellness Center, and just north of the five-screen Cinemark Theater, which currently remains closed, due to COVID.

How it Began

Scott and Kim Negri have been in the shopping center business a long time. In 1991, when they were just starting out, their CPA said they needed a name for their business. They looked at one another and randomly paired their initials to come up with SKN Properties. It's simple, it rolls off the tongue, and it has endured.

"I am the director of special projects and handle marketing and communications," said Kim Negri, but Scott takes the lead, handling the day-to-day business. It's really his baby. You'll find him out early, picking up trash, and making sure everything is on track." The Shops @ The Dunes is the Negris' newest shopping center among a dozen sites serving California, Arizona, and Texas. Yet the couple call Monterey their home. "We're originally from Fresno, where my husband was a broker for Coldwell Banker real estate, but the Peninsula always tugged on our heartstrings," Negri said. "Monterey was the first place we traveled as a couple. Scott proposed to me here, we were married here, and our children were baptized here. Finally, we made the move to Monterey. We very much like to be involved with the community we live in, as we were in Fresno, and we wanted to be engaged here, as well." As the Negris witnessed what they considered an incredible evolution occurring in Marina following the Fort Ord closure and the development of CSU Monterey



Bay, they imagined the exciting prospects and transformations to come, and saw an opportunity to be a part of it.

"It's always a carefully considered process to find good real estate," said Negri. "The Dunes is a great area and will only get better as Marina continues to attract the right companies in the right place. We have a rule that we don't put anyone into business unless we first try their service. If we don't believe in it, don't like their product, or don't see them as a customer, we don't bring them in, trusting others might not relate to them either. We understand what our marketplace

wants." The Negris also make sure they never overlap business categories, never put in another pizza place, Mediterranean restaurant, or gym. They realize the over-saturation ultimately will hurt both

businesses. "All of our tenants have done an excellent job of remaining unique and special," said Negri, "while pivoting to stay open and continue to serve the community. Once they were shut down for inside dining, Teriyaki Madness and other restaurants quickly had their ordering app already to go, and built relationships with food delivery companies."

Provided photo

Chipotle and Starbucks are larger corporations, she says, that can pivot faster and withstand the challenges. The mom and pops have had to put their thinking caps on and get really creative. And they have. "I liken Marina to Hanford," said Negri, "the small town where I grew up, in the Central Valley. Everyone knows everyone, everybody is so connected, and everybody cares about the wellbeing of their hometown. This is a time to take stock of what's is important: our family-we have 25-year-old twins-our tenants, our customers, and each other."



people and businesses; we



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Continue photos on page 6

Commitment Continues During COVID

The Veterans Transition Center seeks to halt homelessness before, during, and after the pandemic

By Lisa Crawford Watson

Few military veterans depart their service experience unchanged, and even fewer war veterans come through their service unscathed. The Veterans Transition Center (VTC) was founded in Marina in 1998 to provide transitional housing for homeless Veterans, to create the stability from which to shift from crisis to self-sufficiency. The client-based program includes providing homeless Veterans and their families with food, clothing, case management, life skills, substance-abuse counseling, benefit enrollment, medical referrals, employment training, and housing-essential tools to help Veterans become productive, independent members of society. The organization also seeks to ensure that all earned Veteran benefits are being collected.

Despite or perhaps because of various constraints imposed by COVID this past year, the VTC has grown in terms of number of clients served and project development on behalf of service delivery.

"Four years ago, we had a baseline population of 50 residents, all in a single program," said VTC Executive Director Kurt Schake. "We housed them and provided support services. Today, we have 115 in our population. We took that single program from nearly three years ago, a transitional housing program, to which we have added three other transitional housing programs, plus emergency and permanent housing."

Looking Forward

The sad story is that many military Veterans live with shelter insecurity in Monterey County. The good news, says Schake, is that the VTC is there to help resolve the underlying issues and rewrite the tale for Veterans and their families.

"The next step," he said, "is growth. We have two major housing programs, both in the fundraising stage, which will enable us to minimize homelessness, not just in Monterey County, but in San Benito and, to a large extent, in Santa Cruz County, as well."

On their Hayes Street properties in Marina, the VTC is developing a 71-unit complex of affordable housing for low- and extremely low-income veterans and their families. Despite COVID-induced delays, to date, they have raised \$16 million of the \$38 million needed to break ground by the end of this year. The other housing project is near the old Veteran's Administration Clinic on a six-acre site at the border of Seaside and Marina.

"Through a national competition, we were selected as the developer for the site," said Schake. "We are looking for vouchers and investors to support the development of a projected 80 units of housing. Planned as a combination of permanent and transitional housing, this would give us more than 250 beds, which would bring us to 'functional zero'-no veteran would need to be living on the streets." Schake recognizes, while no one should be forced to live "off the grid," no one will be forced inside, either. The goal and the plan are to help people live where they are comfortable. For many, this means a roof overhead and a series of support programs administered by Kristin Massey, who joined the organization as the emergency housing case manager before assuming the responsibilities of program director. "Our housing programs foster stability and help secure eligibility for other



services," said Massey. "Funded through the VA Health Care for Homeless Veterans program, our emergency housing program gets Veterans off the streets and into a duplex, which houses 10 healthcare-eligible Veterans for up to 60 days."

The 58-bed transitional housing program, she says, funded on a VA Grant Per Diem contract, enables Veterans and their family members to stay for up to two years. This housing opportunity includes three services, including the Bridge, Clinical, and Service Intensive programs.

The permanent supportive housing program, which has no end-date on the lease, provides 12 single-occupancy rooms paid for through a voucher program to the Department of Housing and Urban Development Veterans Assistance for Supportive Housing (HUD-VASH). Veterans who have graduated from VTC programs have access to the after-care program, whose case manager works to help mitigate problems that may arise.

COVID Conscious

As COVID came into this community, says Schake, many Veterans in need were hesitant to seek help. They avoided going inside public buildings and gathering in groups, and were thus not going into health centers and shelters. This meant many were staying on the streets. Those who had unstable housing were walking a thin line between what they needed and what they could

Provided photo

afford. "We have hit a high-water mark," said Schake. "And yet, we've been able to meet demands and address the greater need in the community. We have built trust through partner organizations and outreach. I am grateful that we've found ways to be responsive during COVID and bring in hesitant folks and those who have become homeless at

this time." Although the VTC has not been able to host fundraisers or other public events during the last year, they have received private donations and support from city, county, state, and federal organizations dedicated to helping Veterans, particularly during the pandemic.

For more information, visit vtcmonterey.org.







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Shops @ The Dunes



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MEET THE TENANTS

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Web photo

Come home to Marina



Provided photo of 2 story Sea Haven home

Newly constructed homes near the iconic Monterey Bay coastline are truly a rarified treasure. Combining the idyllic coastal lifestyle with stunning new homes provides an incomparable vision for the future. The City of Marina is the kind of sleepy little beach town we all dream about, still undiscovered, and Wathen Castanos Homes has teamed up with award winning architects and designers to offer you an extraordinary opportunity to call this home. Sea Haven is a planned community featuring four distinct neighborhoods spread across a 248-acre portion of coveted coastal land near Monterey Bay. Nature trails meander throughout the various neighborhoods, parks, and the Oak Grove preserve. It is a thoughtful development plan that finds a rare and delicate balance with the natural surroundings. An exciting array of architectural styles await you at Sea Haven, each with options built to suit your lifestyle. This eclectic mix of beautiful new one and two-story homes offer floorplans with three

to seven bedrooms, many that feature indoor/outdoor California rooms that truly embrace Monterey's coastal essence. Prices at Sea Haven start in the mid \$700's.

Explore the Larkspur neighborhood at Sea Haven and you'll discover the cozy, comfortable little beach homes we all dream about. However, these homes aren't so little and are packed with big surprises starting with their storybook, picturesque architectural designs. Homesites in Larkspur remain available, with several premium locations near the all-new Cove Clubhouse.

Key features of the floorplans in Larkspur include covered outdoor spaces that blend seamlessly with expansive living areas, and owner's suites with a retreat area and large walk-in closets. A 'stop and drop' zone as you enter from garage helps keep things neat and tidy, and stairs that are tucked away from living spaces to further open up the floorplan. Content courtesy of

Wathen Castanos Homes

Sea Haven sales offices are currently open by appointment only for pre-qualified buyers. Visit www.liveseahaven.com to become familiar with the new homes in each neighborhood, and take your first step to the idyllic coastal lifestyle at Sea Haven.

2nd Virtual Choreographers Showcase

During these turbulent times, SpectorDance believes we need the arts more than ever and are hoping to engage the community through dance with technology accordingly. Innovation, connection, and healing are the realms of the artists who are stepping forward with new forms of expression adapted to this new digital landscape, and SpectorDance is joining in this effort. To meet the challenges of Coronavirus, SpectorDance is proud to offer the Choreographers Showcase as a virtual event. In this forum, artists from all over the state and the nation will come together to share their new work, which reflects the vitality and diversity of dance today. SpectorDance remains

committed to creating and presenting dance that

makes a difference. Their vision is to celebrate a world where the power of dance nurtures creativity and connection and fuels the human spirit.

SpectorDance's 2nd Virtual Choreographers Showcase

Saturday, March 27 at 7:30 pm Sunday, March 28 at 3 pm Suggested Ticket Donation of \$20 per adults \$15 Senior/Child/Military Pay What You Can \$5 to \$10 For more information and to purchase tickets, visit www.spectordance.org/choreographers-showcase You will receive a performance link two hours prior to the event.





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Marina United Methodist Church will be holding a Drive-Thru Easter Event on Palm Sunday, March 28. Palm Sunday is the day Jesus rode a donkey thru the town of Jerusalem, so this community

event will feature a miniature donkey named Blossom from Hidden Hills Ranch in Prunedale. The church is inviting the community to come out and take a photo with Blossom. This event kicks off the Holy Week

the Thomas Carmen Food Pantry will also be accepted. Marina United Methodist Church is located at 281 Beach Road, Marina. Call 831-384-2514 or visit marinaumc. org for more information.



Champions of the Arts

The Arts Council for Monterey County (Arts4MC) has announced their 16th Annual "Champions of the Arts" Virtual Fundraiser, premiering on Thursday, May 6, 2021, at 6:00 PM.

Enjoy an entertaining hour of special performances, guest stars, a silent auction, and a few surprises, from the comfort of your home! This year the Arts Council will pay homage to past Champions of the Arts and feature special appearances from sculptor Richard MacDonald, composer Alan Silvestri, musicians Kyle Eastwood and G. Love, surprise celebrity guests, and more. The event will also feature a pre-show with Pour Girl Bartending mixing a special signature cocktail for the event. Local artist Deborah Good has been selected as the night's Featured Artist with her

"Dance" painting, which will be auctioned off during the event.

While this is a free event, guests are encouraged to make a donation in lieu of ticket prices. All proceeds support the Arts Council for Monterey County's award-winning arts education programs including Professional Artists in the Schools and Arts as Healing and Prevention. These signature programs now serve more than 25,000 youth, veterans, and seniors throughout our county every year.

"This fundraiser supports our Arts and Healing programs, as we have seen an increase in the need for this specialized program focusing on the social-emotional wellbeing of our students, veterans, and seniors due to additional stress and anxiety since the pandemic started. Since it's a virtual event, we hope many more peo-

The Dunes... photos continued from page 1

ple will attend and make a donation that is meaningful to them," shared Jacquie Atchison, Arts4MC Executive Director.

Taylor Fresh Foods is once again the Premier Sponsor. Other sponsors include Salinas Valley Memorial Healthcare System, California State University Monterey Bay, Carmel Realty Company, Hartnell College, 1st Capital Bank, Borzini Accounting & Consulting LLP, Chevron, Fenton & Keller, Mahoney & Associates, MediaLocate, Monterey Peninsula College, Natividad Medical Foundation, Pacific Valley Bank, Scudder Roofing, Scudder Solar Energy Systems, Studio Schicketanz, American Tin Cannery and Ausonio Incorporated.

For more event details and registration, please visit arts4mc.org/champions.



Your donation matters!





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Provided photos

Baker's Bacon opens store in Marina

Ultra-Premium artisanal bacon purveyor launches brick-and-mortar location

Chef-created Baker's Bacon has launched its first brick-and-mortar store at 445 Reservation Rd, Suite G in Marina. Previously only available to chefs at fine dining restaurants, consumers can now purchase the ultra-premium, artisanal bacon for the first time directly at the Company Store.

Chef Tony Baker launched Baker's Bacon in 2011 to create a premium product that didn't exist on the market. Made from sustainably and humanely-raised, vegetarian-fed, antibiotic-free heritage breed pork, Baker's Bacon is sourced from family-owned farms in Iowa. Drawing on his English roots, Chef Baker produces a rare and unique British-style back bacon using the center cut pork loin attached to a part of the belly. The back bacon is naturally cured in a wet brine solution of Chef Baker's proprietary spice blend, raw brown sugar for its dark, nutty sweetness and naturally-occurring nitrite derived from celery. Before now, back bacon was only available on a limited consumer distribution and rarely available to home chefs.

Baker's Bacon also produces dry-cured and slowsmoked bacon with real applewood chips, which are wetted throughout the process so they smolder slowly, infusing their flavor into the pork. Produced in small batches in a California smokehouse,

Baker's Bacon is lovingly made with the right blend of salt, sugar and smoke for a balanced flavor and takes a full 10 days to create.

Baker's Bacon is made in two styles, offered in whole slab or sliced:

• British-style uncured back bacon - this premium bacon is leaner than traditional American bacon, meatier and 100% natural. • Double-smoked bacon made in the more traditional American style and dry-cured with a unique blend of spices, then smoked for twice as long with both applewood and maple wood chips, giving the pork a rich color and

deep bacon flavor. An expert in sous vide, Chef Baker also offers the double-smoked bacon in sous vide slabs, vacuum sealing and slow cooking the meat in a warm water bath for up to 24 hours to fully cook and retain the fat and moisture, resulting in a supremely tender texture so soft it can be cut with a fork.

"I created this bacon out of need — the market is saturated with mass-produced, watery bacon and I wanted a bacon for my

restaurants that met my quality expectations without breaking the bank," said Chef Baker. "It takes me back to my English roots. Bacon doesn't get any better than this." He adds, "Back bacon is the bacon you never knew you wanted. It's delicious

and versatile, super lean and cooks easily, so it provides a lot of options for the home chef." The Baker's Bacon Company Store also offers many local products including Cowboy Sausage, Rogue Pyes, Chef's Palette spice rubs, and pasta

boxes from Bigoli Fresh Pasta. You'll also find Niman Ranch natural prime beef, Llano Seco pork, Fra'Mani charcuterie, Benton's Country Ham, and many other hand-selected items. In addition to the Com-

pany Store, Chef Baker

also launched an e-commerce site for purchasing subscription boxes, gift sets, and individual products.

For more information and to order, visit bakersbacon.com. Like Baker's Bacon on Facebook and Instagram.



Provided photos

Monterey Peninsula locals may remember Chef Tony Baker from Montrio Bistro where he worked for the last 25 years. In December of 2019, Tony left Montrio to focus full-time on Baker's Bacon. Before COVID-19 he was traveling across the country to meet with chefs and sell Baker's Bacon to the top restaurants in the U.S. In March of 2020, Tony, now grounded due to shelter in place, jumped into action and set up a drive-thru food box program to get locals restaurant-quality provisions during a time when grocery stores had no stock. People LOVED the boxes and Tony decided to open a store where people could get artisan provisions anytime (well Monday through Friday).





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