

# Insights from David Ryan, Managing Partner of Mission Ventures

Mission Ventures, one of the leading venture capital firms in Southern California, helps build successful enterprises while creating superior returns on investment for its investors. The company brings value-added capital, experience, management talent, and guidance to the most outstanding and innovative ideas and entrepreneurs in the region.

Says Dave Ryan, Managing Partner, "We have invested in a number of exciting early-stage companies, including wireless communication, enterprise software, and technology-driven service companies. Our strategy is to invest in rapidly emerging markets that leverage our team's experience and make use of our affiliate investors, our extensive professional networks and the substantial support from the local business community, both before and after investments are made."

When Mission Ventures began looking for office space in the Del Mar Heights area, they were repeatedly advised to enlist the help of Irving Hughes. Says Ryan, "It was clear that Irving Hughes had a firm understanding of real estate in that area. Within 10 days we had decided on a new, perfectly-sized space." Since that time, Irving Hughes has also dealt with all of Mission Ventures' lease exten-

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sions. "They have done a wonderful job representing us and our needs. Because we come into contact with many new companies, we have been able to recommend Irving Hughes on many occasions and have worked with them extensively over the years. They are truly a leader in tenant real estate services."

Mission Ventures seeks to build working relationships with other businesses that share its same core values—true passion, involvement, integrity, honesty, conscientiousness and down-to-earth attitudes. That's why Irving Hughes seems the natural choice. "Irving Hughes has built mutually respectful relationships with landlords throughout San Diego County as well as well-earned trust with the high-tech tenant community. These relationships make them the perfect match for us and our portfolio companies."

*For additional information, please contact Jason Hughes at (619) 238-4393 or [jasonh@irvinghughes.com](mailto:jasonh@irvinghughes.com).*

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