

CUSTOM CONTENT

JUNE 10, 2019

# MOST INFLUENTIAL PRIVATE EQUITY INVESTORS & ADVISORS



**T**HE RIGHT PRIVATE EQUITY INVESTOR DOES MORE THAN PROVIDE AN INFUSION OF CASH for your business. He or she – and the institution they represent – can genuinely prepare your organization (with the right resources, capital and guidance) for the next level of growth and beyond. Similarly, having the right private equity advisor in your corner can make the difference on your company’s path to success or otherwise.

There are some truly outstanding professionals making up the Los Angeles private equity lending and advising landscape. We’ve listed 44 of them here, along with some basic information about their careers, practice and some relevant projects they’ve been involved with.

Congratulations to the trailblazing professionals who made this list and thank you for your contributions to the local business community’s success.

## MOST INFLUENTIAL PRIVATE EQUITY INVESTORS &amp; ADVISORS

## Letter from the Publisher



**P**PRIVATE EQUITY INVESTED \$331 BILLION INTO U.S. BUSINESSES OVER THE COURSE OF LAST YEAR. This represents a remarkable \$26 billion increase from 2017, when private equity invested a total of \$305 billion in the American economy.

Those climbing numbers also represent the important role that private equity investors and advisors play in terms of our financial landscape overall.

For this issue, we've reviewed the careers of many of the most notable private equity related professionals in the region and have selected some of the very best of them to be showcased here. Divided into two alphabetically listed groups (Private Equity Investors and Private Equity Advisors), you'll find some of Los Angeles' leading experts on the subject, along with some basic information about their careers and specialties.

Congratulations to each of the 44 superb professionals who made this list and thank you for your contributions to the local business community's success!

Best regards,

Anna Magzanyan  
Publisher & CEO

# THAT'S HOW WE ROLL

## DAVID HORWICH

Transaction Advisory Services Managing Director,  
Green Hasson Janks  
Dodgers Fan



**LOS ANGELES BUSINESS JOURNAL NAMES  
DAVID HORWICH AND ANANT PATEL  
AMONG LOS ANGELES'  
MOST INFLUENTIAL PRIVATE EQUITY  
INVESTORS AND ADVISORS**

**Congratulations to  
everyone on this year's list!**

## ANANT PATEL

Partner and Transaction Advisory Services Practice Leader,  
Green Hasson Janks  
World Traveler



Green  
Hasson  
Janks



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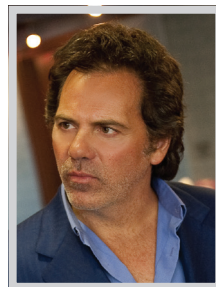
## MOST INFLUENTIAL PRIVATE EQUITY INVESTORS &amp; ADVISORS

**CHRISTOPHER BROTHERS***Managing Partner***Solace Capital Partners****SPECIALTY:** Special situations and distressed-for-control investments/constructive investing in lower middle market companies

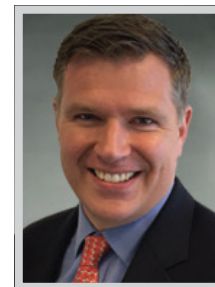
Christopher Brothers has over 30 years of experience as a private equity and distressed debt investor, as well as a financial advisor specializing in M&A and financial restructurings. He has been involved in the investment of over \$1.5 billion in the equity and distressed debt of over 35 middle-market companies and served on more than 15 corporate boards of directors. Currently, he is Managing Partner and a co-founder of Solace Capital Partners, a Los Angeles-based private equity firm focused on special situations and distressed-for-control investments/constructive investing in lower-middle market companies in the United States and Canada. Over the past two years, Brothers has led firm investments in a variety of industrial, consumer and business services companies, with over 50% being located in Los Angeles, employing over 2,500 people.

**DAVID GENDRON***Managing Director***Three Point Capital****SPECIALTY:** Entertainment (film financing)

As the co-founder and Managing Director of the largest independent film finance and consulting firm, Three Point Capital, David Gendron has spent the last 10 years skillfully structuring financing for a slate of private independent film producers. Three Point Capital also owns, part owns or has private equity/venture investments in a number of companies such as Elite Commercial Incentive Services, Quickpay Funding, TPC Art Finance and The Farm Project. Gendron began his career over 25 years ago in banking in New York City where he worked his way through the ranks to eventually head up the interest rate derivative marketing team at CIBC World Markets. In this role, he led the team which structured derivative products for corporations to manage their overall interest rate risk and worked closely to hedge highly structured corporate financing transactions.

**TOM GORES***Founder, Chairman and CEO***Platinum Equity****SPECIALTY:** Industry agnostic – deal value range: \$100 million - \$5 billion (enterprise value)

Tom Gores is Chairman and CEO of Platinum Equity and owner of the Detroit Pistons NBA franchise. Strong relationships, trust in people and open communication are hallmarks of Gores' approach and have been fundamental to the success of Platinum Equity, the investment firm he founded in 1995. Under his leadership, Platinum Equity has grown into a multibillion-dollar investment firm with a diverse, global portfolio of operating companies in a wide range of different industries. The firm has approximately \$13 billion of assets under management and its current portfolio comprises approximately 40 operating companies generating more than \$28 billion in revenue. Platinum Equity today has extraordinary momentum and is putting capital to work across a wide range of industries, transaction sizes and geographies. The firm has done more than 50 deals in the past 12 months, including 13 platform acquisitions, 24 add-ons and 15 divestitures.

**DAN GROEN***Managing Director***Clearlake Capital****SPECIALTY:** Tech companies

Dan Groen joined Clearlake in 2015, and he currently serves on the Board of Directors of Clearlake portfolio companies OnShift and symplr. He has over 20 years of experience investing into technology companies and co-heads Clearlake's business development efforts, with a primary focus on fostering relationships with key deal intermediaries, sourcing new platform investments, and assisting portfolio companies with add-on acquisitions. Prior to joining Clearlake, Groen was a member of the technology team at HgCapital in London, a founding member of Draper Fisher Jurvetson's Growth Fund and started his private equity career with TA Associates in Menlo Park, CA. Groen graduated with a B.A. in International Economics with an Accounting specialization and a minor in German from the University of California, Los Angeles.

**TRAVIS HAYNES***Managing Director***Balmoral Funds****SPECIALTY:** \$5 to \$50 million of equity, plus larger transactions with limited partners

Travis Haynes is a Managing Director at Balmoral Funds. He joined the Balmoral team in 2012 to lead the business development function at the firm. He is actively involved throughout the life cycle of Balmoral's investments from origination to exit, particularly with respect to sourcing platform and add-on acquisitions, and facilitating sales and divestitures. He is also accountable for expanding Balmoral's network of Operating Advisors. Prior to Balmoral, Haynes served as a Vice President at Platinum Equity, a private equity firm headquartered in Beverly Hills, for 13 years. During his time at Platinum, he worked in a business development and M&A capacity in both the US and Europe. With extensive experience in deal review and analysis, he has submitted nearly 1,000 written bids. He sourced 11 investments that the firm made in its early years, built the firm's database, and hired and trained most of the team.

**JEREMY HOLLAND***Managing Partner - Origination***The Riverside Company****SPECIALTY:** Sources deals up to \$400 million

Jeremy Holland is a Managing Partner at The Riverside Company, leading the Origination team across the various funds/strategies in North America. Holland joined Riverside in 2010, when the firm recruited him to switch from executing deals to focusing on originating new investment opportunities in the Western U.S. and Canada. He has more than 20 years of private equity experience, closing deals across a range of industries and throughout the capital structure. The following are a few examples of Holland's recently closed investments: Vivid Learning Systems, Destiny Solutions, IPAC Holdings, The Praetorian Group, HemaTerra and Naturally Slim. The Riverside Company is a global private equity firm focused on acquiring and investing in growing businesses valued at up to \$400 million. The firm's international private equity and structured capital portfolios include more than 90 companies.

**MICHAEL MORGAN***Managing Director***Caltius Equity Partners****SPECIALTY:** \$10 - \$30 million investments for industrial, facilities, business, and healthcare services

Michael Morgan co-founded Caltius Capital Management's private equity fund with Jim Upchurch and Garrick Ahn in 1999. As a managing director of Caltius Equity Partners, Michael is instrumental in the overall success of the firm, from fundraising to sourcing, executing and managing investments. Caltius Equity Partner has acquired over \$975 million of enterprise value during its 20-year history across three funds. The fund's assets under management have increased from its \$53 million first fund to its \$145 million third and most recent fund. Morgan focuses on Caltius Equity Partner's investments in the Industrial Services and Facility Services industry sectors. He has sourced or managed numerous investments in these industry sectors at Caltius, including the successful acquisitions, management, and exits of Impact Facility Services and MC Sign. Prior to joining Caltius in 1999, Morgan worked at Salomon Smith Barney in New York in its financial sponsor's coverage group.

**ROBIN NOURMAND***Managing Director***Balmoral Funds****SPECIALTY:** \$5 to \$50 million of equity, plus larger transactions with limited partners

Robin Nourmand is a Managing Director at Balmoral Funds. Since 2006, Nourmand has been involved with all aspects of the firm, including sourcing new investment opportunities, performing due diligence and leading due diligence teams, crafting proposals, arranging financing, executing transactions, managing portfolio companies, and various aspects of the firm's operations. He has collaborated on all of Balmoral's deals since his joining the firm. The investment strategy employed by Balmoral has historically targeted deep-value investment opportunities in lower middle-market North American companies. In addition to the multiple portfolio companies of the firm, Nourmand also serves on the not-for-profit Board of Directors of Jewish National Fund (Los Angeles chapter) and UCLA Hillel. In addition to his respected academic achievements that include MBA, BA in Business-Economics, and a JD all obtained from UCLA.

**Avant Advisory Group** is proud to congratulate these exceptional investors from **Balmoral Funds**.

# 2019 Most Influential Private Equity Investors



**Jonathan Victor**  
Senior Managing Director



**Robin Nourmand**  
Managing Director



**Travis Haynes**  
Managing Director



SECURING VALUE

**Mergers & Acquisitions**

**Complex Carve-Outs**

**Quality of Earnings & Operations Diligence**

**Distressed Situations & Performance Improvement**

**Working Capital Analyses, True-ups, & Dispute Resolution**

**Forensic, Fraud & Corporate Investigations**



**James F. Davidson**  
CM&AA, CPA, CFF, CFE, CTP  
Managing Director



**John J. DeMartino**  
CPA, CGMA, FINOP  
Managing Director

Extensive experience in: Aerospace & Defense, Chemicals & Industrials, Construction & Contracting, Consumer Products, Manufacturing, and much more.

**Los Angeles**

**Newport Beach**

**Salt Lake City**

**New York**

*Avant is a Christian-based firm. We serve God and our clients with the highest honor and integrity.*

## MOST INFLUENTIAL PRIVATE EQUITY INVESTORS &amp; ADVISORS

**JAMES OH***Partner***Transom Capital Group**

SPECIALTY: \$100-\$300 million revenue transactions requiring \$20-\$100 million in equity

**J**ames Oh is a first-generation Korean American who immigrated to Los Angeles from Seoul, South Korea when he was 7 years old. He lived through the LA Riots in 1992 where his family's store burned to the ground and they lost everything. Persevering through these challenges has given Oh incredibly high integrity and work ethic that he leverages today. His career has been marked by achievement after achievement as he has progressed from accountant to deal maker. Oh is one of the very best communicators of why the facts create the value and furthermore, why Transom Capital is the best purchaser of the business. Specifically, Oh has a unique capacity to understand the big picture, work through the details and then leverage this understanding to look the seller in the eye and explain firmly, but with compassion, his position.

**MARTY SARAFI***Managing Partner***Century Park Capital Partners**

SPECIALTY: Food, tech-enabled business services, consumer, chemicals

**M**arty Sarafa is one of the founders of Century Park Capital Partners and has been with the firm since its formation in 2000. He is responsible for sourcing, closing, and managing investments structured as leveraged recapitalizations, later stage growth capital, and leveraged buyouts. He is a member of the firm's Investment Committee and currently sits on the boards of The Mochi Ice Cream Company and MCCi. During his time with Century Park Capital Partners, Sarafa has overseen the completion of 63 acquisitions, 20 platform acquisitions and 43 add-on acquisitions. Under Sarafa's leadership, Century Park Capital Partners was active in 2018, completing four acquisitions including two platform acquisitions. While Century Park has the flexibility to invest across many industries, Sarafa has been instrumental in developing the firm's focus on key industry sectors.

**LOREN SCHLACHET***Managing Partner***The Riverside Company**

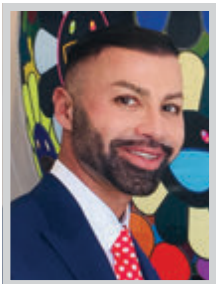
SPECIALTY: Fast-growing companies with up to \$10 million of EBITDA

**L**oren Schlachet manages the Riverside Micro-Cap Fund (RMCF) family. As Fund Manager of RMCF, Schlachet leads the fund and has nearly 25 years of buyout experience. Most notably under Schlachet's leadership, in 2018, Riverside completed fundraising for RMCF V in a single close in August. The firm's latest buyout fund closed at \$1.2 billion in capital commitments in less than four months, with demand exceeding the hard cap by more than 50%. RMCF V closed well in excess of its predecessor fund RMCF IV, a \$650 million fund (2015). RMCF invests in fast-growing North American companies with generally up to \$10 million of EBITDA. At the end of 2018, the RMCF team had invested in more than 55 platforms and 75 add-ons since 2005 and had exited more than 30 platforms, including Tate's Bake Shop and Alchemy Systems earlier in the year.

**RICK SHUART***Managing Director***Caltius Structured Capital**

SPECIALTY: \$7 - \$50 million junior debt and minority equity for middle market companies

**R**ick Shuart has been an integral member of Caltius Capital Management's team since 1999. As a managing director of Calitus' junior capital fund, Caltius Structured Capital, Rick is instrumental in all aspects of fundraising, business development, transaction structuring, due diligence and portfolio management. Caltius Structured Capital's cumulative assets under management have increased from \$43 million to \$1.4 billion during his tenure. Applying his two decades of experience, Shuart derives creative, appropriate transaction structures for each client's unique needs. His deep knowledge spans unitranche facilities, subordinated debt, and preferred and common equity investments. He structures deals to solve needs ranging from growth capital to shareholder redemptions, add-on acquisitions, shareholder dividends and refinancings. He builds rapport with prospective clients quickly and manages the due diligence process efficiently, including work performed by legal and accounting providers.

**ALEX SOLTANI***Founder, Chairman & CEO***Skyview Capital, LLC**

SPECIALTY: Acquiring and unlocking unrealized potential within market-leading businesses

**A**lex Soltani founded Skyview Capital in 2005 and is Chairman of the firm's executive and investment committees. He is a serial entrepreneur and started his first business when still a student at UCLA. Soltani brings extensive operational experience to his work in private equity. His strong business acumen and prescient investment instincts have led to successful acquisitions across a number of different industries. In 2014, the LA Business Journal declared Soltani one of the most influential private equity investors in Los Angeles County. Soltani is actively involved with every aspect of the transaction life cycle and plays a significant role in all of Skyview Capital's investments. Under his stewardship, the firm specializes in acquiring and unlocking unrealized potential within market-leading businesses across a variety of sectors. Skyview Capital acquires non-core carve outs and private companies within industries that they understand well, ensuring that the firm plays a significant and strategic role.

**JIM UPCHURCH***President and CEO***Caltius Capital Management**

SPECIALTY: Private debt and equity investing, sales and trading of public debt securities, portfolio management and accounting

**J**im Upchurch co-founded Caltius Capital Management in 1997. As President and CEO, he is involved in all aspects of fund management, fundraising and deal origination for Caltius Equity Partners and Caltius Structured Capital. Prior to founding Caltius, Upchurch was President of U.S. Bancorp Libra and its predecessor, Libra Investments, an investment banking firm focused on the sale, trading and placement of debt securities. Jim began his career as a Certified Public Accountant at KPMG. Upchurch has wide-ranging experience that spans private debt and equity investing, sales and trading of public debt securities, portfolio management and accounting. He has been instrumental in facilitating liquidity events and corporate growth opportunities for owners of middle market companies throughout North America. Under his management Caltius has invested \$1.2 billion in 63 transactions since being founded in 1997.

**JONATHAN VICTOR***Senior Managing Director***Balmoral Funds**

SPECIALTY: \$5 to \$50 million of equity, plus larger transactions with limited partners

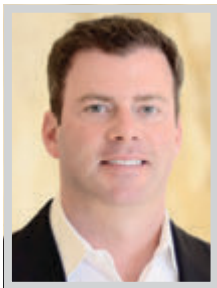
**A**s Senior Managing Director of Balmoral Funds, accomplished executive and investor Jonathan Victor chairs the firm's Investment Committee. Victor co-founded Balmoral in 2005 after serving as a senior advisor to Chanin Capital Partners, a financial advisory firm focused on restructurings. His career has included stints as President and CEO of eBility Inc., an internet company dedicated to people with disabilities; Senior Vice President of Finance with The Irvine Company, a large-scale real estate development company; and Vice President of Kaufman & Broad, a predecessor company to SunAmerica (since 2000, part of AIG). The firm which Victor founded, Balmoral Funds, is similarly of high quality with a reputation for providing insight and significant investment value in complex situations involving any combination of asset, stock, or note purchases, equity infusion, debt restructuring, A.B.C. transactions, etc.

**THOMAS WEHINGER***General Counsel***Regent, LP**

SPECIALTY: Media, retail, consumer /e-commerce, technology, industrial

**T**homas Wehinger serves as General Counsel for Regent LP, a boutique private equity firm in Beverly Hills, and is responsible for all legal matters at both the corporate level and within its thirteen portfolio companies. He joined Regent LP as the first in-house counsel in June 2016 and was promoted to General Counsel in April 2017. Wehinger serves as the lead counsel on all Regent LP's corporate transactions and is responsible for drafting and negotiating a broad variety of corporate contracts to serve the needs of Regent's portfolio companies in the media, beauty, retail, and e-commerce industries. Due to an aggressive growth and acquisition strategy under his tenure, Regent LP grew from approximately 350 employees in four states to over 10,000 employees in 49 states and eight foreign jurisdictions. Wehinger has built lasting connections with colleagues all over the world, which have proven successful in helping Regent LP expand into new global markets.

MOST INFLUENTIAL PRIVATE EQUITY INVESTORS & ADVISORS

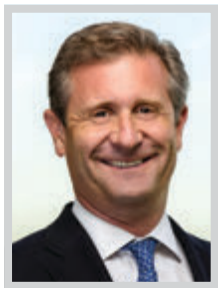


**JEFF WHITE**

SVP & Partner  
Skyview Capital, LLC

SPECIALTY: Acquisition and management of mission critical enterprises in technology, telecommunications, business services and niche manufacturing

Jeff White has been actively involved with all M&A efforts at Skyview Capital since its inception. Skyview Capital is a privately held investment firm headquartered in Los Angeles, operating a portfolio of acquired companies worldwide. Skyview Capital specializes in the acquisition and management of mission critical enterprises in the areas of technology, telecommunications, business services and niche manufacturing worldwide. One of Skyview Capital's specialty focuses that has been extremely successful for the firm has been its acquisition of non-core corporate divestitures from large public/private companies worldwide. White's diverse background encompasses mergers & acquisitions, debt finance, strategic consulting, operations, sales & marketing and commercial banking. He also brings decades of experience that encompass private equity, investment banking and executive management.



**BRETT WYARD**

Managing Partner  
Solace Capital Partners

SPECIALTY: Industrial; consumer; energy; transportation and logistics; business services and financial services and technology, media and telecommunications

Brett G. Wyard is an established business leader in the Los Angeles community and has lived in the city for the past 20 years. He has over 25 years of experience as a private equity and distressed debt investor and has been involved in the investment of \$11 billion of committed capital. Currently, he is Managing Partner and co-founder of Solace Capital Partners, a Los Angeles-based private equity firm focused on special situations and distressed-for-control investments/constructive investing in lower-middle market companies in the United States and Canada. Solace was founded on the principle of achieving the highest level of quality, integrity, transparency and partnership with investors, portfolio companies and colleagues. To that end, Solace provides flexible debt and equity solutions for established businesses facing complex situations, and seeks to provide financial stability, lead operational improvements and drive performance growth in portfolio companies.



**GUY ZACZEPINSKI**

Managing Partner  
Century Park Capital Partners  
SPECIALTY: Auto aftermarket, consumer products

Guy Zaczepinski has been with Century Park Capital Partners since 2005. He is responsible for sourcing, evaluating and structuring growth equity and buyout transactions, as well as monitoring portfolio company investments. Zaczepinski currently sits on the boards of Covercraft Industries, Inc., The Mochi Ice Cream Company and Dominion Youth Services. Previously, Zaczepinski was with ACI Capital in New York. Zaczepinski has led five add-on acquisitions for Covercraft Industries, a Century Park portfolio company and a market leading player in the custom automotive accessory market, providing premium quality exterior and interior protection products for automotive enthusiasts. Two of these add-on acquisitions closed in 2018. On August 1, 2018, Covercraft acquired the operating assets of Marathon Seat Covers, a manufacturer of high-quality, precision-fit automotive seat covers primarily for pickup trucks and SUVs. The acquisition expanded Covercraft's high growth seat cover offering and direct-to-consumer channel.

ADVISORS



**ADAM ABRAMOWITZ**

Managing Director, Co-Head of Healthcare  
Intrepid Investment Bankers  
SPECIALTY: Healthcare industry

Adam Abramowitz is a co-founder and Managing Director at Intrepid Investment Bankers. His journey in investment banking started as a 16-year-old high school summer intern at Barrington Associates (Intrepid's predecessor). After several summers interning at Barrington during college, Abramowitz joined Barrington full-time as an entry-level analyst in 2001, where he learned the fundamentals of investment banking. He subsequently rose through the ranks and gained invaluable hands-on experience advising middle-market business owners in their M&A transactions, principally on the sell-side. After nearly a decade of experience, he enthusiastically jumped at the opportunity to start Intrepid in 2010 and become a driving force supporting the firm's growth. Abramowitz is highly-regarded among his clients and peers for the tenacity with which he approaches deals and his proactivity to bring creative solutions to challenging deals.



**TRANSOM CAPITAL GROUP  
CONGRATULATES**

**JAMES OH**

**FOR BEING RECOGNIZED  
BY THE LABJ AS ONE OF  
2019's MOST INFLUENTIAL  
PRIVATE EQUITY INVESTORS**

**TRANSOM CAPITAL GROUP**

Is a leading operations-focused private equity firm in the middle market. The firm's functional pattern recognition, access to capital, and proven ARMOR Value Creation Process combine with management's industry expertise to create improved operational efficiency, significant top-line growth, cultural transformation and overall distinctive outcomes.



## MOST INFLUENTIAL PRIVATE EQUITY INVESTORS &amp; ADVISORS

**LARRY BRAUN***Partner***Sheppard Mullin**

SPECIALTY: M&amp;A, corporate finance securities and general business

Larry Braun is the former Leader of the Sheppard Mullin's Corporate Practice Group. In addition to his law degree, Braun holds an M.B.A. in Finance from the Kellogg School at Northwestern University and has attained the New Jersey C.P.A. Certificate Requirements. He was previously a managing director of the largest private investment banking firm on the west coast. He is resident in the firm's Los Angeles office where he represents public and private companies in the areas of mergers and acquisitions, corporate finance, securities and general business. As Partner, he specializes in representing private business owners in the sale of their company. He has attained the New Jersey C.P.A. Certificate Requirements. He has been recognized as a top corporate/M&A lawyer by a number of publications and expertly advises clients ranging from family-owned businesses to multi-national corporations in many diverse industries.

**ANTHONY CONSOLI***Managing Partner***Massumi + Consoli LLP**

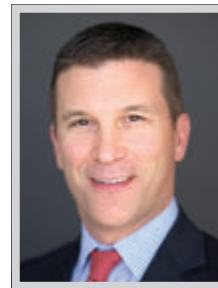
SPECIALTY: Legal - private equity M&amp;A

After spinning out of the Los Angeles office of Kirkland & Ellis LLP in 2015 with his partner and friend, Peter Massumi, Tony Consoli went on to found what would become one of the most respected boutique private equity M&A law firm in California. Consoli was just 28 years old when the firm was formed. The two started with only a small client base but had a laser focus on relationship development, confident expertise and, most importantly, client service. Today, Consoli could be one of the most prolific attorneys of his generation with unmatched work ethic and a deep conviction about his responsibility to ensure the success of his clients. In less than a decade, he's successfully represented his clients in hundreds of complex transactions. Together with Massumi, Consoli has rapidly grown the firm and is approaching 20 attorneys.

**EVA DAVIS***Los Angeles Office Managing Partner**& Co-Chair, Global Private Equity Practice***Winston & Strawn LLP**

SPECIALTY: Legal

As co-chair of Winston's Global Private Equity Practice, Eva Davis concentrates on U.S. and cross-border complex business transactions with a particular focus on mergers and acquisitions and private equity. As an advisor to strategic and private equity funds and their portfolio companies, she has counseled domestic and international clients in public and private M&A transactions, public and private debt and equity financing transactions, including initial public offerings, and distressed sales and investments in and out of bankruptcy. Davis has served as lead deal counsel and negotiated and completed transactions in industries including aerospace, automotive, business and financial services, consumer products, energy, entertainment, industrials and manufacturing, medical devices, pharmaceutical, retail, semiconductor, software, technology and telecommunications. Her transactional experience includes deals ranging from tens of millions of dollars to more than \$1 billion.

**STEVE DAVIS***Managing Director, Head of Beauty & Personal Care***Intrepid Investment Bankers**

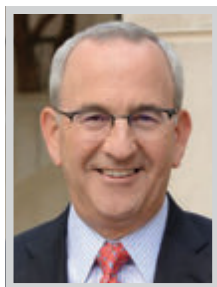
SPECIALTY: Beauty and personal care

Steve Davis is a co-founder of Intrepid Investment Bankers, one of the country's leading middle-market M&A advisors, which was recently acquired by MUFG Union Bank. Davis has more than 25 years of mergers and acquisitions experience. He established the Beauty & Personal Care practice at Intrepid, uniquely combining middle-market M&A expertise with a dedicated focus on the beauty and personal care industry. He has developed a deep understanding of trends and value-drivers across the sector, maintains an ongoing dialogue with the acquirer and investor universe, and has a proven track record helping clients sell to global strategic acquirers and value-added private equity groups. Over the last decade, Davis has built the Beauty & Personal Care practice into one of the most prolific industry practices at Intrepid and has become one of the most active M&A advisors to the beauty and personal care sector in the country.

**BRIAN GAEDE***Partner***EY**

SPECIALTY: Large, complex buy-side and sell-side transactions

Brian Gaede is a Partner in the Transaction Advisory Services (TAS) practice of EY and currently serves as the TAS Private Equity leader for the Western US. He has nearly 25 years experience in advising clients on strategic transactions. Gaede has extensive experience serving large private equity funds in Los Angeles, Chicago and New York. He has led a variety of large, complex buy-side and sell-side transactions, including leveraged buyouts, recapitalizations, mergers, carve-outs and spin-offs. His experience also includes post-transaction purchase price dispute analysis and consultation. Gaede's industry experience is particularly focused on the retail, consumer products, distribution, and manufacturing industries. He also has extensive experience with transactions in the technology, entertainment, industrial products and healthcare industries.

**LLOYD GREIF***President & CEO***Greif & Co.**

SPECIALTY: Consumer products; e-commerce; food and beverage; healthcare; industrial; tech; B2B; aerospace and defense; entertainment/media

Lloyd Greif, a near 40-year veteran of the southern California investment banking wars, founded his eponymous investment banking firm in 1992 and has done everything from representing private equity firms in their acquisition or divestiture of portfolio companies to selling his entrepreneurial clients to them. The firm's mission statement, "Do unto others as you would have them do unto you," embodies Greif & Co.'s client-first culture. Greif helps entrepreneurial clients realize their dreams by raising growth capital (either equity or debt) for them or maximizing the return on their 'sweat equity' investment through a value-optimizing sale of their business. He has also engineered truly inventive private equity-strategic buyer combination deals, such as when he sold Rose Hills Mortuary & Cemetery to The Loewen Group of Canada with acquisition financing provided by a \$250-million equity infusion into Loewen by the Blackstone Group.

**LUKE GUERRA***Partner***Kirkland & Ellis**

SPECIALTY: Private equity, M&amp;A, corporate securities and finance

Luke Guerra is a partner in Kirkland's corporate group focusing in the areas of private equity, mergers and acquisitions, corporate securities and finance and corporate governance. Guerra represents buyers, sellers, and private equity funds in a variety of corporate transactions, including leveraged buyouts, public and private mergers and acquisitions, equity investments, restructurings and recapitalizations. He previously served as in-house counsel to The Walton Group, a privately owned group of real estate and asset management companies with its U.S. headquarters in Scottsdale, Arizona. Chambers USA recognized Guerra in 2016–2018 in California Corporate/M&A: Private Equity, with sources commenting, "he is very responsive, available all the time, knows the market well and can handle a variety of different matters." He is "someone that you can rely on for answers."

**DAVID HORWICH***Managing Director***Green Hasson Janks**

SPECIALTY: Transactional activity, including raising capital, and buying/selling clients' businesses

David Horwich has worked as an investment banker and advisor to both public and privately held businesses for the past 25 years. He provides his clients with a focused, integrative and transparent approach. He has advised clients in all facets of transactional activity, including raising capital, and buying and selling their businesses. Over the course of his career he has analyzed more than 2,500 companies of various sizes and industries. Previously, as a banker, he worked with middle market companies that were undergoing capital events, such as an Initial Public Offering, a private placement of capital or follow-on offerings and representing both buyers and sellers of companies. He chaired the Fairness Opinion committee for five years at Van Kasper & Co.



MOST INFLUENTIAL PRIVATE EQUITY INVESTORS & ADVISORS



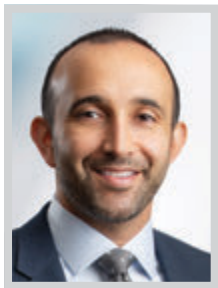
**MARC A. JONES**

*Partner*

Loeb & Loeb

SPECIALTY: Complex business transactions and security matters

Marc Jones is a seasoned transactional lawyer with more than two decades of experience handling complex business transactions and securities matters. Jones focuses his practice on private equity and strategic acquisitions, minority investments, venture capital and growth equity financings and joint ventures transactions. He also has extensive experience with corporate governance controversies, recapitalizations and restructurings, executive compensation and incentive equity matters. Select examples of Jones' prior experience include his work representing a private equity firm in the sale of a portfolio company that provides technology solutions to departments of motor vehicles to another private equity firm. He also represented a family-owned automotive salvage and recycling company in a corporate reorganization, sale of control and joint venture with a large publicly-traded American company and large privately-owned foreign company.



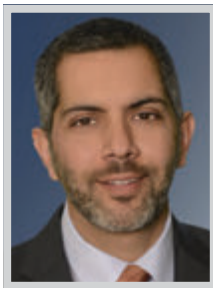
**PETER MASSUMI**

*Co-Founder and Managing Partner*

Massumi + Consoli LLP (MCLLP)

SPECIALTY: Private equity counsel

Peter Massumi is a private equity attorney who is a consummate professional with deep private equity experience, impressive ability to understand and deliver on clients' needs, and an outstanding level of technical expertise. Massumi identified his target practice area early in his career and accordingly chose to start his career at Kirkland & Ellis LLP's Los Angeles office, where he advised clients on a broad array of private equity/M&A and other complex finance transactions and became a partner in the group. With a longstanding yearning for an entrepreneurial pursuit and a sincere connection to his work and to his clients, he and his friend and co-founder, Tony Consoli, spun out of Kirkland & Ellis to start what they set out to become the preeminent middle-market law firm in the private equity/M&A space.



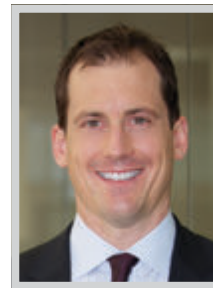
**DAREN MESROBIAN**

*Principal*

Holthouse Carlin & Van Trigt LLP

SPECIALTY: Valuation advisory services

Daren Mesrobian joined HCVT to establish and lead its Valuation Advisory Services practice. His practice has served to broaden the service offerings of the firm's M&A practice. Mesrobian has extensive experience performing valuations of business enterprises, equity securities, and intellectual property for a variety of purposes, including financial (GAAP/IFRS) and tax reporting, mergers and acquisitions planning, gift and estate tax planning, reorganizations and restructurings, capital raising activities, joint venture planning, buy-sell agreements, eminent domain, and stockholder disputes. His industry experience is broad and includes manufacturing, retail, and distribution, with a specialization in food, beverage and agricultural businesses. His project experience also includes the technology, professional services, media and entertainment, and real estate industry sectors. He has addressed complex tax valuation matters for businesses in all phases of the business cycle from start-up to rapidly growing, and mature businesses seeking a liquidity event.



**JOEL MONTMINY**

*President & CEO*

Creo | Montminy & Co.

SPECIALTY: M&A

Joel Montminy is known both for his outstanding track record in M&A, helping reshape many Los Angeles businesses for the better; and his entrepreneurship in founding, building and leading an L.A.-based investment bank with a fully registered broker-dealer. In 2009, Montminy chose to take the entrepreneurial leap to build a boutique investment bank, forming CREO Capital Advisors, later renamed CREO | Montminy & Co. in 2017. CM&Co. has grown profitably every year since inception, representing over 100 clients in various corporate finance activities. Montminy leads both CM&Co.'s operations as well as spearheads client assignments across the globe, including cross-border and domestic M&A, leveraged and management buyouts, and private placements of equity securities, restructurings, business valuations, fairness opinions and strategic advisory assignments. In the past 12 months, Montminy has personally completed 10 sell-side M&A mandates totaling approximately \$500 million in deal volume.

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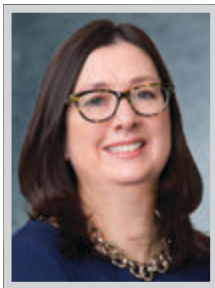
**Top Private Equity  
Advisors Nominee**  
*Los Angeles Business Journal*

## MOST INFLUENTIAL PRIVATE EQUITY INVESTORS &amp; ADVISORS

**PARDIS NASSERI**

*Managing Director & President*  
Palm Tree  
SPECIALTY: M&A transactions

In 2014, Pardis Nasseri decided to re-establish his firm, Palm Tree, with a new focus and without any outside capital. He had spent several years searching for investment opportunities in the lower middle market and had reached the conclusion that a consulting firm created with the private equity mindset would better understand and serve private equity firms. Palm Tree would focus on financial due diligence, financial planning and analysis, and transitions and transformations for private equity buyers and sellers involved in complex M&A transactions. Throughout his career and at only 41, Nasseri has been involved in nearly \$40 billion of successful M&A transactions and has grown Palm Tree from an independent contractorship to a team of over 30 professionals with offices in LA and Chicago. He and his firm have engaged in over 100 transactions around the world in a dozen different industries and have never lost a client.

**RITA-ANNE O'NEILL**

*Partner*  
Sullivan & Cromwell LLP  
SPECIALTY: Legal advice

Co-head of S&C's Global Private Equity Practice, Rita O'Neill is an accomplished dealmaker whose auction deal savvy and long-term private equity client relationships have made her a leader in her field. Her clientele, a mix of high-profile private equity firms and prominent corporate clients, benefit from O'Neill's unique blend of experience as a trusted counsel on both strategic and private transactions. She has worked on a number of impressive matters in the private equity space over the last couple of years, including guiding S&C client CPG International, doing business as The AZEK Company LLC, a portfolio company owned by longstanding S&C clients Ares Management LLC and Ontario Teachers' Pension Plan Board, through two significant acquisitions during the past year. O'Neill has spent her career as a trailblazer for women lawyers, demonstrating by example how to engage in professional and public service.

**MARVIN PADILLA**

*Managing Director, Head of Apparel & Lifestyle Brands*  
Intrepid Investment Bankers  
SPECIALTY: Apparel and lifestyle brands

Marvin Padilla is the head of apparel and lifestyle brands at Intrepid. He has more than 17 years of experience advising entrepreneurs and middle-market companies on mergers and acquisitions transactions and other corporate finance activities. He has led transactions in a variety of industries including apparel, footwear, beauty and personal care, branded consumer products, plastics packaging, and automotive aftermarket products. Prior to joining Intrepid, Padilla worked at the Sage Group, where he executed advisory assignments for clients in a variety of branded consumer market segments, with a particular focus on the apparel and personal care sector. Prior to joining Sage, he worked in the Los Angeles office of UBS Investment Bank, where he focused on M&A and restructuring transactions for companies in diverse industries. Previously, he was an investment banker in New York, where he worked for Salomon Smith Barney and, subsequently, Thomas Weisel Partners.

**ANANT PATEL**

*Partner*  
Green Hasson Janks  
SPECIALTY: M&A and financial due diligence consulting

Anant Patel has 25 years of public accounting experience and leads both the Consulting Practice and Transaction Advisory Practice for Green Hasson Janks and is a member of the Executive Committee for the firm. He advises in the area of mergers and acquisitions and provides financial due diligence consulting such as quality of earnings, working capital analysis, EBITDA analysis and projections and deal structuring. Patel has assisted on deals ranging from \$20 million to \$350 million and is a Certified Merger & Acquisition Advisor (CM&AA). He provides audit and accounting, tax and general business consulting services. His industry experience includes closely held companies in food and beverage, entertainment, media and technology, manufacturing, wholesale/distribution, consumer products and real estate. Many of his clients are owned by Private Equity Groups, VCs and institutional investors.

We congratulate our partner

# Michael N. Steuch

for his recognition as one of the Los Angeles Business Journal's Most Influential Private Equity Advisors.



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Jeffer Mangels  
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**Michael N. Steuch**  
Partner

MSteuch@jmbm.com  
310.712.6817

MOST INFLUENTIAL PRIVATE EQUITY INVESTORS & ADVISORS

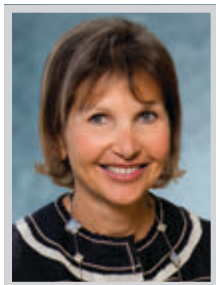


**NISHEN RADIA**

Co-founder and Managing Partner  
FocalPoint Partners, LLC

SPECIALTY: Corporate finance, M&A, strategic advisory, valuations

Nishen Radia is a co-founder of FocalPoint and has approximately 22 years of experience advising owners of middle-market companies on mergers and acquisitions, debt and equity recapitalizations and financial restructurings. Radia is chairman of the board of the VEDC, one of the nation's largest non-profit lenders. He received his Master of Business Administration with distinction from the UCLA Anderson School of Management and graduated with honors with a degree in economics from the University of Bristol, England. Radia has always been motivated by the fact that for most of his clients, they are trusting him with the biggest financial transaction of their lives. Radia is committed to being the advisor his clients deserve and will relentlessly pursue their objectives because failure is not an option.



**ALISON RESSLER**

Partner  
Sullivan & Cromwell LLP

SPECIALTY: Legal advice

For over three decades, co-head of S&C's Global Private Equity Practice Alison Ressler has worked on blockbuster transactions across the globe and across all industries, resulting in her consistent ranking as one of the top M&A and private equity lawyers in the world. Ressler has worked on a number of impressive matters in the private equity space over the last couple of years, including, including advising Verily Life Sciences LLC, a subsidiary of Alphabet Inc., in a \$1 billion investment round publicly announced on January 4, 2019. The purchasers were an affiliate of Silver Lake Partners, an affiliate of Ontario Teachers' Pension Plan Board, and others. She also counseled California Resources Corporation (CRC) in connection with Development Capital Resources, LLC's \$750 million joint venture formed to operate certain of CRC's existing midstream infrastructure assets. She also advised Tinicum in its \$194 million acquisition of power supply company Astrodyne.



**FABIO SIMI**

Senior Vice President, Private Equity  
and M&A Services

Marsh

SPECIALTY: Insurance for private equity and M&A transactions

Fabio Simi is a Senior Vice President in the Private Equity and M&A practice of Marsh in Los Angeles. The practice provides private equity firms, corporations and the M&A advisory community with pre-acquisition risk due diligence, reps and warranties insurance, tax insurance, and transactional resources throughout the life cycle of an asset. Marsh's team acts as an external advisor to help manage a portion of the acquisition process to help identify potential risk elements of a deal, lower transaction costs, or help facilitate "stuck deals" where an insurance policy eases the concerns on both sides of a transaction. Prior to joining Marsh, Simi served as a managing director in the Institutional Equity Sales group at Cowen and Company and Lehman Brothers. His other experience includes serving as President at California Peptide Research, Inc. a chemical reagent manufacturing company.



**MICHAEL N. STEUCH**

Partner  
Jeffer Mangels Butler & Mitchell LLP

SPECIALTY: M&A, equity and debt financings

Michael Steuch is a business lawyer who specializes in M&A, Equity and Debt Financings, and "Outside GC" work. He has extensive experience in counseling companies from their early growth stages through their eventual sale, helping clients with a wide variety of business agreements and corporate governance matters. He also represents many PE groups and strategic acquirers in making acquisitions and investments across a number of different industries, including technology, media and telecom ("TMT"); business services; consumer branded goods (including apparel); healthcare; food and beverage; and manufacturing and distribution (including aerospace and defense). Steuch represents buyers and sellers on structuring and documenting all aspects of mergers and stock/asset acquisitions. He also handles sales of preferred stock, convertible debt and 'retail' common equity; LLC operating agreements; executive employment arrangements and incentive compensation programs; and a variety of IP licenses and JV arrangements.



Kirkland & Ellis congratulates partners

**Luke Guerra & Michael Woronoff**

on their inclusion in the  
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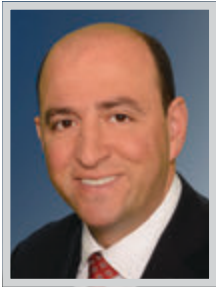
to **Loren Schlachet** and **Jeremy Holland**  
of The Riverside Company  
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## MOST INFLUENTIAL PRIVATE EQUITY INVESTORS &amp; ADVISORS

**ANDY TOROSYAN***Tax Partner*

Holthouse Carlin & Van Trigt LLP  
SPECIALTY: Tax consulting: buy-side and sell-side transactions, recapitalizations

Andy Torosyan leads HCVT's M&A tax practice. In 2018, under his stewardship, the practice grew by 20%. The team worked on over 100 transactions. Torosyan is a hands-on leader and is committed to serving his clients with passion and focuses on the issues that promote a successful transaction. He has over 20 years of experience providing strategic tax advice to clients on transactional and tax compliance services across numerous industry sectors including manufacturing, retail, distribution, software, real estate, and investment funds. Working on both buy-side and sell-side transactions helps him bring a unique perspective on helping identify issues and find solutions that help get deals across the finish line. He has worked with clients through all phases of the business cycle, including start-up, rapid growth, steady cash flow, and workouts.

**JEREMY WEITZ***Shareholder***Buchalter**

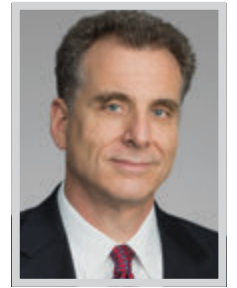
SPECIALTY: M&A, publicly and privately traded securities, corporate maintenance and formation, corporate finance, and licensing

Jeremy Weitz is a Shareholder and Co-Chair of the Buchalter's Corporate Practice Group. Weitz's expertise covers mergers and acquisitions, private equity, publicly and privately traded securities, corporate maintenance and formation, corporate finance, and licensing. He represents clients in a variety of industries, including apparel, retail, beauty, food, entertainment, computer software, e-commerce, aerospace and defense, manufacturing, and investment banking that range in size from small start-ups to multi-billion dollar publicly traded corporations. Weitz routinely serves as outside general counsel for his corporate clients. Weitz represents both buyers and sellers in merger and acquisition transactions. Mr. Weitz's mergers and acquisitions practice is focused on the middle market with transaction values ranging between \$10 million up to \$3 billion. Weitz is also Co-Chair of the firm's Consumer Products Industry Practice Group and former Chair of the firm's Apparel Industry Practice Group.

**RANDY WELLS***Managing Principal***CLA (CliftonLarsonAllen LLP)**

SPECIALTY: Buy-side and sell-side due diligence for private equity groups buying and selling portfolio companies

Randy Wells joined CLA (CliftonLarsonAllen LLP) in 2012 following 22 years of practice with another national accounting firm in the Pacific Northwest. With the recent acquisitions in the Los Angeles area for CLA, Wells has transitioned to being the managing principal of the Southern California area. He is also currently the principal-in-charge of transaction services and private equity groups for the Southwest region at CLA. Wells has more than 28 years of experience in public accounting and has led buy-side and sell-side quality of earnings projects for private equity groups, various investment banks, and clients primarily in the manufacturing and distribution, food and beverage, health care, technology, and construction industries. As the principal-in-charge of transaction services and private equity groups for the Southwest region at CLA, Wells leads his local team and works with other CLA team members nationally to serve private equity clients.

**MICHAEL WORONOFF***Partner***Kirkland & Ellis**

SPECIALTY: M&A transactions, public and private debt and equity financings

Michael Woronoff is a transactional partner in the Los Angeles office of Kirkland & Ellis LLP. He represents purchasers, sellers and financial advisors in public and private merger and acquisition transactions; underwriters, issuers, selling security holders, private investment funds and other investors, in public and private debt and equity financings; debtors, creditors, other stakeholders and financial advisors in in-court and out-of-court restructuring transactions; and public and private entities and individuals with respect to various corporate and securities law matters, including SEC reporting obligations, corporate governance, and strategic alliances. He is 100% focused on providing exceptional service. Since joining Kirkland, he has played a key role in a number of significant matters, including Smart & Final Stores, Inc. in its pending \$1.12 billion acquisition by Apollo Global Management, LLC.



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including our partner and friend

### Marc Jones

