

AN ORANGE COUNTY BUSINESS JOURNAL SPECIAL REPORT

25 Years
of
OC
50
2018

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PROFILES START ON PAGE 8

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Suicide is the second leading cause of death in young people ages 10-24.

CHOC.org/mentalhealth

BARRY ARBUCKLE

*President, Chief Executive
MemorialCare Health System
Fountain Valley
Born in Kansas City, Mo.
Age: 55
Lives in Laguna Beach*

WHY: Head of Fountain Valley-based health system with five hospitals in OC, Long Beach. Track record of aggressively approaching shifting business environment resulting from federal healthcare reform.

HOW: With MemorialCare since 1989; jobs included CEO positions at Saddleback Memorial Medical Center and Orange Coast Memorial Medical Center. System chief executive since 2002.

RECENT: Continues to grow number of outpatient centers, with over 200 locations from OC to South Bay of Los Angeles, including opening several centers in OC last year. Completed joint venture with **RadNet Inc.** adding 24 existing outpatient imaging centers and making MemorialCare largest imaging network in Southern California with 34 outpatient locations. Growing pediatric care: its Miller Children & Women's Hospital Long Beach formed a strategic affiliation with UCLA Mattel Children's Hospital last year.

PERSONAL: Bachelor's degree, **Southwest Missouri State University**; master's, **Arizona State University**; doctorate, **University of North Carolina**. Wife, **Gina**, four children.

— Sherry Hsieh



GEORGE L. ARGYROS

*Chairman, Chief Executive
Arnel & Affiliates
Costa Mesa
Founding Partner
Westar Capital LLC
Costa Mesa
Born in Detroit
Age: 81*

JULIA ARGYROS

*Age: 77
Born in Adrian, Mich.*

*The couple lives in Newport Beach
(Harbor Island)*



WHY: Real estate mogul and wife among OC's top philanthropists.

HOW: George Argyros started selling land to oil companies for service stations in 1962. Bid on state land as freeways were built in OC. Went on to buy land for restaurants, stores. Founded Arnel & Affiliates in 1968. It owns, manages 5,500 apartments in OC, over 2 million square feet of commercial space. Formed venture firm Westar Capital in 1987 with the late **Chuck Martin**. Net worth estimated at nearly \$2 billion.

RECENT: Prominent family name has gotten more prominent after donations to several public venues. Latest addition to **Segerstrom Center for the Arts** in Costa Mesa, Julianne and George Argyros Plaza, opened in fall. Public town square at center includes stage, guest amenities. Designed to draw more daytime crowds to center and encourage visitors to arrive earlier for performances. Gave \$13.5 million to help fund project. Already donated \$5 million to center's **South Coast Repertory**, where theater's Julianne Argyros Stage is located. Also has given theater-related gifts to **Chapman University** and **Discovery Cube** in Santa Ana, as well as out-of-state theaters. Peristyle plaza at soon-to-be-renovated Los Angeles Memorial Coliseum will be named for couple following \$7.5 million gift. George Argyros has stepped back from day-to-day management of family holdings in recent years, with wife assuming more responsibilities, including running Arnel.

PERSONAL: Chapman graduate in October given school's highest award of distinction, the Bert C. Williams Lifetime Service Award. Former owner of Seattle Mariners. Second-generation Greek-American. First job was mowing lawns. 1993 Horatio Alger Award winner; association's treasurer, chairman emeritus. On numerous local, national boards. Active in Republican politics. Served as U.S. ambassador to Spain 2001 to 2004. Met wife when she was at **Long Beach State**, married in 1962, two weeks after her graduation. Other major beneficiaries include **Orange County Girl Scouts**, **CHOC**, **Hoag Memorial Hospital Presbyterian**, **Sage Hill School**, **Alzheimer's Association**, **Orange County School of the Arts**, and **Laura's House**, Ladera Ranch-based nonprofit that helps victims of domestic violence. Three grown children, eight grandchildren. Fixture at Newport's Bayside Restaurant for Friday night jazz jam.

— Mark Mueller

SCOTT D. BORAS

*Owner, President
Boras Corp.
Newport Beach
Born in Sacramento
Age: 65
Lives in Newport Coast*

WHY: Major League Baseball dealmaker—Forbes called him “most successful athlete advocate in the history of sports.” Notable players include Astros' **Jose Altuve**, American League MVP, signed five-year, \$151 million extension; Padres' **Eric Hosmer**; eight years, \$144 million; Red Sox' **J.D. Martinez**; five years, \$110 million; Nationals' **Max Scherzer**, seven-



year, \$210 million free-agent deal, won Cy Young; Dodgers' **Cody Bellinger**, Rookie of the Year

HOW: Played minor league ball for Cubs, Cardinals until knees gave out; earned law degree; ex-teammate **Bill Caudill**, in 1984 his first client; Boras Corp. has 40 OC employees, 100 player reps.

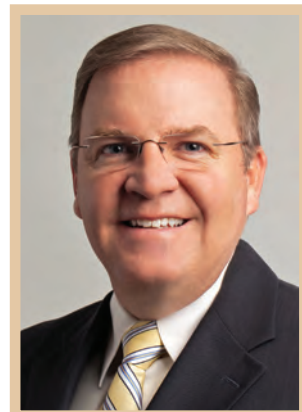
RECENT: Twins drafted client, **Royce Lewis**, No. 1; six other clients taken in first round; retired client **Ivan “Pudge” Rodriguez** elected to Hall of Fame. Forbes put contracts at \$1.9 billion, down from \$2.2 billion; 2017 agent commissions through September \$108 million, coming over next several years. Boras Classic high school tournament—elite “coaching, clinics, completion,” company said—expanded to Arizona last year; 16 teams apiece in NorCal, SoCal, Arizona events, the last drawing from five states. SoCal champ JSerra was scheduled to play NorCal champ Bellarmine Prep on May 5.

PERSONAL: Wife active in charitable causes for Catholic church, JSerra Catholic High School in San Juan Capistrano, Sage Hill High School in Newport Coast. Grew up on 800-acre farm in Elk Grove. Baseball scholarship to **University of the Pacific** in Stockton. Doctorate in pharmacology, law degree from University of the Pacific. Grown daughter, two sons.

— Paul Hughes

ROBERT BRAITHWAITE

*President, Chief Executive
Hoag Memorial Hospital Presbyterian
Newport Beach
Born in Orange County
Age: 51
Lives in San Clemente*



WHY: Head of Hoag's entire healthcare network, including two hospitals, Hoag Orthopedic Institute, about 600 beds. Received honor of highest-ranked hospital in OC in 2017-18 U.S. News & World Report Best Hospitals rankings. It's No. 3 hospital in Los Angeles metro area and No. 8 hospital in state.

HOW: Joined Hoag in 1992 as administrative resident, and throughout tenure from 1992 to 1996 and 1999 to present has served in key management positions. COO from 2009—also held chief administrative officer role at Hoag Hospital Irvine—until 2013 appointment as president, chief executive.

RECENT: To complete first phase of Hoag Hospital Irvine's emergency department expansion this summer, adding over 13,000 square feet of dedicated space to emergency care. Irvine campus to add maternity services in summer of 2020, 18,000 square feet and 12 private maternity suites. Hoag Orthopedic, owned by the hospital and doctors, is one of country's most prestigious orthopedic centers, highest-volume provider of hip, knee replacements in state last year, and lowest readmission rate in country from 2012 to 2015. Opened Hoag Health Center Tustin Legacy in April, offering primary, specialty care, urgent care services.

PERSONAL: Bachelor's degree, **Brigham Young University**; master's, **Arizona State University**.

— Sherry Hsieh

DONALD BREN

*Owner, Chairman
Irvine Co.
Newport Beach
Born in Los Angeles
Age: 85
Lives in Newport Beach*



WHY: County's dominant landowner, landlord, with estimated 120 million total square feet in companywide portfolio, including more than 500 offices, over 40 retail centers, 160 apartment communities with nearly 50,000 units, three golf clubs, five marinas, three resorts. Irvine Ranch among country's most successful, most copied master-planned communities. Sole company shareholder. Wealthiest U.S. real estate developer. Business Journal estimates fortune at \$17 billion.

HOW: Founded homebuilder California Pacific Homes in 1958. Started Mission Viejo Co. with O'Neill-Moiso family and others five years later; later sold stake to partners. Part of 1977 group that bought Irvine Co. Bought out most partners in 1983 for \$518 million. In 1991 paid \$256 million court award to heiresses **Joan Irvine Smith** and her mother, **Athalie Clarke**, for their shares. Became 100% shareholder in 1996.

RECENT: No **Amazon**, no problem. Commercial, residential development in full force in OC, other Irvine Co. coastal California markets. Most active commercial developer in county, bulk of construction in Spectrum area of Irvine. Second 21-story tower there, 400 Spectrum Center, opened this year, filling up fast. Construction soon starts on nine-building complex, which was pitched to Amazon in unsuccessful bid to attract coveted HQ2 campus. Major reinvestment in Spectrum shopping center. Irvine Ranch best-selling master-planned community on West Coast several years running.

PERSONAL: Bloomberg BusinessWeek puts lifetime giving at \$1.3 billion to **UCI**, **UC Santa Barbara**, **Caltech**, **Chapman University**, local school districts, Santa Ana nonprofit after-school program specialist **Think Together**, others. Awarded president's medal from University of California, another from UCI. Has endowed more UC distinguished faculty chairs than any other person. Former Marine officer, contributed academic chairs at **Marine Corps University** in Quantico, Va. Contributed more than 50,000 acres—over half of 93,000-acre Irvine Ranch—as parks, open space. Involvement with boards of **UCI Foundation**, **Los Angeles County Museum of Art**, **Caltech**, others. Accomplished skier, has ranch in Sun Valley, Idaho. Married to entertainment lawyer **Brigitte Bren**. Splits time between Newport Beach, Los Angeles.

— Mark Mueller

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JANE BUCHAN

Chief Executive
Pacific Alternative Asset Management Co.
Irvine
Born in Seattle
Age: 54
Lives in Newport Coast



WHY: In 2000 co-founded fund of hedge funds, which has \$30 billion-plus in assets under management or advisement after merger last year with Prisma.

HOW: Bachelor's in economics from **Yale University**; master's, doctorate in business economics from **Harvard**. Began career at **J.P. Morgan Investment Management**. Was assistant finance professor at **Dartmouth College** business school. Founded **PAAMCO** in 2000 with three others.

RECENT: Arranged merger with hedge-fund asset manager Prisma at legendary Wall Street firm **KKR Inc.** Says larger scale will permit more opportunities overseas with sovereign wealth funds. CEO of **PAAMCO**, co-CEO with **Girish Reddy** of holding company **PAAMCO Prisma Holdings**. Completed six years as chairwoman of board of directors of **Chartered Alternative Investment Analyst Association**. On board of Toronto-based investment firm **AGF Management**.

PERSONAL: Makes time to annually visit Paris. Hobbies include puzzles, reading, including textbooks. Nationally ranked high jumper in college; four-time champion at Yale; went to Olympic trials in 1988.

— Peter J. Brennan

ED CARPENTER

Founder, Chairman, Chief Executive
Carpenter & Co.
Irvine
Managing Member
Carpenter Community BancFund
Irvine
Born in Salix, Iowa
Age: 73
Lives in Newport Beach



WHY: Market leader in U.S. bank starts. Has advised on formation of hundreds of banks with over \$100 billion in assets now. Heads private equity fund that functions like VC firm for U.S. banking and is bank holding company. Was second-biggest contractor to liquidate assets of failed savings and loans in 1990s.

HOW: Bachelor's in business administration from **Loyola Marymount University**. MBA from **California State University-Long Beach**. Began banking career at Security Pacific National Bank with specialty in strategic planning. Founded Carpenter & Co. in 1974 in his garage. Has served on California and fed boards to review bank regulations.

RECENT: Chairman of Costa Mesa-based **Pacific Mercantile Bancorp.**, now focused lender in technology, innovation sectors. Was big investor in two banks, Heritage Oaks Bancorp and Plaza, sold last year at premiums to Irvine-based **Pacific Premier Bancorp.** Carpenter's sale of Bridge Capital Holdings in 2015 "was one of the best returns on an investment that bankers have ever seen," according to Pacific Mercantile CEO **Tom Vertin**.

PERSONAL: Loves learning by auditing classes, attending conventions whose subjects he knows nothing about, such as recent one on herbal medicine. Is passionate about **International Medical Corps**, world's largest provider of relief to victims in war zones. Trustee, Loyola Marymount, part of LMU Alumni Entrepreneurship Wall of Fame. Grew up on corn farm, moved to California as teen, when he began surfing at Huntington Beach pier. Still surfs three times a week in summer at favorites Hollister Ranch, Trestles and Swami's. Also drives stock cars at Fontana, Irwindale tracks; has reached top speed of 140 mph. No longer racing because insurance premium "is more than a Formula 1 car."

— Peter J. Brennan

KIMBERLY CHAVALAS CRIPE

Chief Executive
Children's Hospital of Orange County
Orange
Born in Spokane, Wash.
Age: 63
Lives in San Juan Capistrano



WHY: Runs county's only dedicated pediatric hospital. CHOC has gained national recognition, expanded facilities, staffing, launched collaborations with providers.

HOW: With CHOC since 1991, took current position in 1997. Hospital has 333 licensed beds, including 54-bed satellite facility in Mission Hospital, and 3,600-plus workers. Led early 2000s financial turnaround allowing CHOC to regain control of operation, which was temporarily managed by what's now **St. Joseph Health**. Previously with **Columbia HCA Holdings Inc.**

RECENT: Opened 18-bed mental health inpatient center in April, first psychiatric inpatient beds for children under 12. Project started with \$5 million lead gift from **Sandy Segerstrom Daniels**, has raised over \$18 million. Started construction of autism center to be completed in 2019. **William & Nancy Thompson Family Foundation** provided \$10 million founding gift.

PERSONAL: Undergraduate studies at **University of Southern California, University**

of South Florida. Master's degree, **Golden Gate University**. Commissioner, **Children and Families Commission of Orange County**. Previously board chairwoman of **California Children's Hospital Association**, helping win passage of pediatric hospital bonds in 2004 and 2008. Married, three sons, one granddaughter. Enjoys horseback riding, hiking, walking, gardening.

— Sherry Hsieh

MARK COSTA

Executive Director, Orange County service area
Kaiser Permanente
Anaheim
Born in Patterson, Calif.
Age: 61
Lives in Rancho Palos Verdes



WHY: Helms Oakland-based nonprofit health enterprise with hospitals in Anaheim, Irvine, medical offices around county, serving more than 568,000 members. Employs 7,850 full-, part-time workers in OC, easily tops among OC hospitals.

HOW: Successor to longtime Kaiser head **Julie Miller-Phipps**, now president of Kaiser Foundation Health Plan of Georgia. With Kaiser a decade, including stint as executive director of Kaiser Permanente Los Angeles Medical Center before taking OC position. Previously with **Providence Health System**, **Little Company of Mary**, Torrance Memorial and California Hospital Medical Center.

RECENT: Expanded outpatient capabilities, partnering with **Target** to roll out 31 retail clinics in stores across Southern California. Opened medical office building in La Habra, 28,300-square-foot, high-tech office to serve as benchmark on how Kaiser medical offices will look, operate. Medical office under construction in Aliso Viejo.

PERSONAL: Bachelor's, master's degrees, **University of California-Los Angeles**. Former board member, **Hospital Association of Southern California** and **California Hospital Association**. Wife, **Kathy**, four children, five grandchildren. Enjoys hiking, road cycling, gardening.

— Sherry Hsieh

JOSH D'AMARO

President
Disneyland Resort
Anaheim
Born in Santa Monica
Age: 47



WHY: Leads OC's global tourism driver, largest employer with 30,000 workers at Disneyland Park, Disney California Adventure, three hotels, Downtown Disney shopping, dining, entertainment center.

HOW: 20-year Disney Co. vet across sales, marketing, operations, finance in entertainment firm's parks, consumer products divisions, including stints as SVP commercial strategy, VP Disney's Animal Kingdom, VP Adventures by Disney, CFO consumer products. Five years in finance with **Gillette Co.**

RECENT: Returned in March to where Disney career began, when previous President **Michael Colglazier** promoted to head company parks in Asia. Disneyland Resort changing Paradise Pier area in DCA to Pixar Pier, renovating Downtown Disney, building Star Wars: Galaxy's Edge, planning fourth hotel.

PERSONAL: Graduated magna cum laude from **Georgetown University**, degree in business administration, marketing. Enjoys playing basketball, snowboarding, traveling, spending time with family. Married, two teenage children.

— Paul Hughes

TANYA DOMIER

Chief Executive
Advantage Solutions Inc.
Irvine
Born in Los Angeles
Age: 52
Lives in Coto de Caza



WHY: Advantage Solutions offers packaged food manufacturers, retailers suite of services, including sales, marketing, merchandising, technology services. Clients include **Wal-Mart Stores Inc.**, **Kroger Co.** Domier led formation of Advantage marketing division Advantage Marketing Partners in 2000, followed by company's \$4.2 billion sale to **Leonard Green & Partners LP**, **CVC Capital Partners** in 2014. The \$2 billion-plus company has over 45,000 employees across 120 offices in U.S., Canada.

HOW: Joined Advantage in 1990 as director of natural and specialty foods. Moved up ranks, becoming president, COO in 2010. Took CEO role in 2013 after some convincing by founder, former CEO **Sonny King**, who became executive chairman. 25-year-plus veteran got start as a sales representative for Orrville, Ohio-based food, product manufacturer **J.M. Smucker Co.**

RECENT: Advantage Solutions acquired Stamford, Conn.-based retail strategy, services firm **Daymon Worldwide** last year for undisclosed sum. Combined firms to operate in over 45 countries, offer both brand-, retail-focused services. Advantage filed IPO last year with plans to list on New York Stock Exchange under symbol ADV.

PERSONAL: Bachelor's in political science from **California State University-Chico**. Husband, three sons. Board member, **Nordstrom Inc.** and **Enactus**, nonprofit promoting

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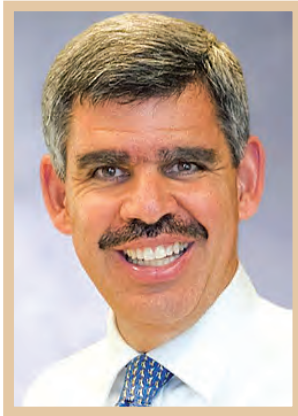
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entrepreneurship by college students. Joined board of **Yum Brands Inc.** in January.

—Subrina Hudson

MOHAMED EL-ERIAN

Chief Economic Adviser
Allianz Group
Munich, Germany
Born in New York
Age: 59
Lives in Laguna Beach



WHY: Top adviser to one of world's largest financial services groups, parent of **Pacific Investment Management Co.** in Newport Beach, where he served as CEO, co-CIO. Regular contributor to global financial press, TV. Former chair, President **Barack Obama's** Global Development Council, managed **Harvard's** endowment, was deputy director at **International Monetary Fund**. Candidate for vice chairman, Federal Reserve.

HOW: Bachelor's, master's in economics from **University of Cambridge**. Master's, doctorate in economics from **Oxford University**. Named to Foreign Policy List of Top 100 Global Thinkers four years in row. Held various roles at IMF 1983 to 1997. Briefly worked at Salomon Smith Barney in London before joining PIMCO in 1999 as senior member, portfolio management. Left in 2006 to run **Harvard Management Co.** Returned to PIMCO in 2007, served as CEO, co-CIO with **Bill Gross** until 2014. Popularized catchy phrase "The New Normal" to describe financial world after 2008 crisis. Book "When Markets Collide," won Financial Times/Goldman Sachs 2008 Business Book of the Year, named one of best business books of all time by Independent (UK). "The Only Game in Town" was also NY Times best-seller. Named to Fixed Income Hall of Fame. Favorite indicator: "If you put me on a desert island and asked me to predict what would happen and gave me only one metric, it would be wage growth," El-Erian told Business Journal in January.

RECENT: Fed vice chair nomination he was mentioned for went to PIMCO economist **Richard Clarida**. LinkedIn ranked El-Erian in top three on list of top 10 influencers of 2016, 2017, saying, "His incisive commentary on the global economy, financial markets and monetary policies—not to mention his short-form updates—have made him a must-read on LinkedIn for years."

PERSONAL: Loves living here, saying "Orange County had me at hello." Die-hard New York Jets, Mets fan. Cited desire to spend more time with daughter as key reason for PIMCO departure. Is diplomatic in criticisms, says listens to, learns from all sides. On boards of **National Bureau of Economic Research**, **Carnegie Endowment for International Peace**, others.

—Peter J. Brennan

HOWARD GILLMAN

Chancellor
University of California-Irvine
Born in Los Angeles
Age: 59
Lives in University Hills, Irvine in Tierney University House built in 2001



WHY: Oversees 53-year-old public research university with more than 35,000 students, over 23,000 employees, including medical center staff.

HOW: Appointed as sixth chancellor in 2014. Established Sue and Bill Gross School of Nursing. Increased annual research support by more than \$100 million, setting university record. Holds faculty appointments in political science, history, criminology, law and society. Came on as provost, executive vice chancellor in 2013 after over 20 years at **University of Southern California**. Was professor of political science, history, law; dean of USC Dana and David Dornsife College of Letters, Arts and Sciences, raised \$450 million.

RECENT: UCI ranked No. 9 among public universities by U.S. News & World Report, Top 10 Most Value Schools by Forbes and Money for affordability, quality of education. Private donor support \$320 million 2016-17. Received \$200 million—largest gift in UCI history—last year from Henry and Susan Samuels for College of Health Sciences. Named co-chairman of UC National Center for Free Speech and Civic Engagement last year, organization devoted to research, education, advocacy on free speech, civic engagement issues.

PERSONAL: Prolific writer of academic papers, articles, books. Latest book "Free Speech on Campus" written with **University of California-Berkeley** Law School Dean **Erwin Chemerinsky**. Magician at Magic Castle as teenager. First-generation college student earned bachelor's, master's, doctorate degrees in political science at **University of California-Los Angeles**. Married to **Ellen Ruskin-Gillman**, two children.

—Subrina Hudson

MIGUEL GONZALEZ REYNOSO

Co-President
Northgate González LLC
Anaheim
Born in Jalisco, Mexico
Age: 67
Lives in La Mirada

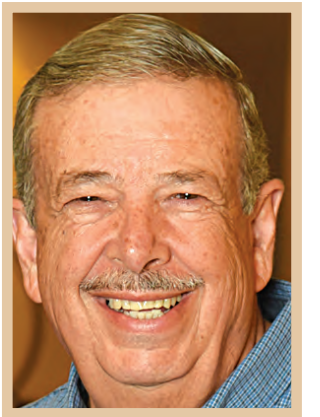
Diego counties. Ended last year with \$745 million in sales, based on Business Journal estimates.

HOW: Heads retail chain with younger brother **Oscar Gonzalez Reynoso**. Opened first store in Anaheim in 1980 with late father, **Miguel Gonzalez Jimenez Sr.** and mother, **Teresa Reynoso**, who died last month at 90. Company entered San Diego County in 2008 with acquisition of **El Tigre Markets**.

RECENT: Sold half its stake in seven **Los Altos Ranch Markets** in Arizona to former partner and rival **Cardenas Markets** in October for undisclosed sum. The chains formed joint venture CNG Ranch four years ago to buy Los Altos Ranch Markets in deal valued at \$55 million. Gonzalez Reynoso said sale allows Northgate to focus efforts on Southern California, where "opportunities for continued growth are high" and it can expand strategies. Its original Anaheim shop sold to the city in October for \$4.75 million and will be turned into youth learning center.

PERSONAL: Third of 12 siblings. Moved to U.S. from Jalisco, Mexico, in 1968. Wife, **Alicia**. Six children, 19 grandchildren.

—Subrina Hudson



LIAM K. GRIFFIN

President, Chief Executive
Skyworks Solutions Inc.
Irvine
Born in Brookline, Mass.
Age: 51
Lives in San Clemente; moved to OC in 2011

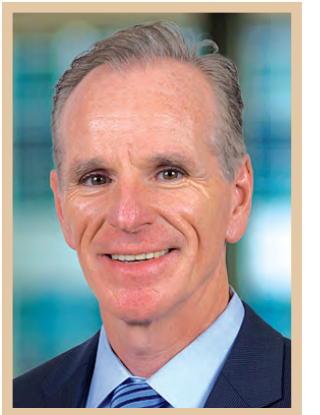
WHY: Runs OC's third-largest chipmaker by employment, second-largest public company, with recent \$17 billion market cap.

HOW: Started career in product management, process engineering at **AT&T**. Previously vice president worldwide sales at **Dover Corp.** Joined Alpha Industries in 2001, just before its merger with wireless communications business of Newport Beach-based chipmaker Conexant Systems in Irvine. Combined entity renamed Skyworks Solutions in 2002, with on-the-books headquarters in Woburn, Mass. Held various senior management positions in sales, marketing, other business units before becoming president in 2014, CEO in 2016. Based in Irvine. Instrumental in leading company's revenue growth from \$569 million in fiscal 2003 to \$3.7 billion in fiscal 2017.

RECENT: Woburn, Mass., official headquarters, though corporate influence has swung to OC following Griffin's ascension to top post. Skyworks named to Fortune's list of 100 Fastest-Growing Companies three consecutive years. On Forbes list of America's Top Public Companies in 2017. Named Top Workplace by Orange County Register 10 consecutive years.

PERSONAL: Avid Boston Red Sox, New England Patriots fan; marathon runner; volunteer, weekend coach for his multisport kids. Never misses opportunity to see **Jackson Browne** in concert. Received bachelor's in mechanical engineering, **University of Massachusetts-Amherst**, MBA, **Boston University**.

—Chris Casacchia



BILL GROSS

Portfolio Manager
Janus Henderson Capital Group
Newport Beach
Born in Middletown, Ohio
Age: 74
Lives in Laguna Beach

WHY: Co-founder, former CIO of **Pacific Investment Management Co.** in Newport Beach. "Bond King" now with Janus Henderson in office five-minute walk from PIMCO.

HOW: Bachelor's in psychology, **Duke University**. Served in Navy before getting MBA at **University of California-Los Angeles**. Co-founded PIMCO in 1971 in Los Angeles as part of **Pacific Life Insurance**. PacLife sold 70% stake to German insurance company **Allianz** in 2000, sold remaining equity in 2008. Became legend in bond world, first three-time winner of Morningstar's prestigious Fixed Income Manager of the Year, manager of decade 2000 to 2009. Dominant investment voice as his Total Return Fund returned 4.8% in 2008 financial panic, beating his category by 9.5% in year when S&P 500 plummeted 38%. PIMCO grew to about \$2 trillion in assets by 2014, though performance of Gross-run TR Fund lagged in 2013 and outflows began.

RECENT: In widely read blog, Gross wrote in March that "this is a hibernating global bear bond market, not a beast." His Janus Henderson Unconstrained Bond Fund has struggled to keep up with rival PIMCO funds. His fund has grown to \$2.2 billion, a \$200 million increase from year ago but still fraction of assets he managed at PIMCO. Has publicly said fund's relative smallness, being "free from complications of" executive, administrative duties attracted him.

PERSONAL: Oversees **Bill Gross Foundation**, which has donated \$800 million, including \$40 million to create school of nursing at the **University of California-Irvine**, \$38 million to **Doctors Without Borders**, \$23.5 million to Duke University. Gross donated his \$81 million PIMCO settlement to Bill Gross Foundation. Longtime sponsors of OC Teachers of the Year awards and in 2014 donated \$10 million to **Mission Hospital Laguna Beach** to support emergency medical services. Played blackjack in Las Vegas after reading **Ed Thorp's** card-counting book. Is selling one of most prized investments—collection of rare U.S. stamps worth millions.

—Peter J. Brennan



WHY: Family-run supermarket chain operates 41 stores in Orange, Los Angeles and San



Be a part of the solution.

CHOC.org/mentalhealth

EMILE K. HADDAD

Chief Executive, President
FivePoint Communities Inc.

Aliso Viejo

Born in Beirut, Lebanon

Age: 59

Lives in Laguna Hills (Nellie Gail)

WHY: In charge of developing homes, commercial space at Great Park Neighborhoods at former El Toro Marine base in Irvine.

HOW: Stepped down as **Lennar Corp.** chief investment officer in 2009 to take top spot at FivePoint, new company in charge of developing some of Lennar's largest California holdings, including 3,700-acre El Toro project, where 2,100 acres being used for residential, commercial development. Irvine site entitled for nearly 9,500 homes; about half have been sold to builders, homebuyers. Other large projects in San Francisco area, L.A. County.

RECENT: Calls 2017 "transformational year for Five Point," company raising \$420 million in IPO, private placements in May, then raising another \$500 million in capital with senior note offering in November. Public company now valued at about \$2 billion. Home sales at Great Park Neighborhoods still brisk. Parasol Park, opened in 2017, nearly sold out, another nearly 1,000 homes, called Cadence Park, opened in March. More affordable projects, retail development, on way. Moved into commercial real estate with last year's buyback of **Broadcom's** new office campus for \$443 million, changed name to Five Point Gateway. Still unresolved: location of proposed veterans cemetery on part of Five Point's land in Irvine; issue put to voters this year.

PERSONAL: He, Lennar President **Jonathan Jaffe** named Business Journal Business People of the Year after leading buy of El Toro base in 2005—biggest local real estate deal in some time. Serves as chairman of **University of Southern California's** Lusk Center for Real Estate, member of its Price Planning Program Advisory Board. Just named to **Chapman University's** board. Previously trustees chairman at **University of California-Irvine**. Serves on real estate advisory boards of UCI, **University of California-Berkeley**. Civil engineering degree, **American University** of Beirut; state engineering, contracting licenses. Left troubled Lebanon with fiancée, now wife, **Dina**. Daughter, son.

—Mark Mueller

DAN IVASCYN

Chief Investment Officer

Pacific Investment Management Co.

Newport Beach

Born in Oxford, Mass.

Age: 48

Lives in Newport Beach

EMMANUEL "MANNY" ROMAN

Chief Executive

Pacific Investment Management Co.

Newport Beach

Born in Paris

Age: 54

Lives in Laguna Beach

WHY: Ivascyn oversees \$1.77 trillion in investments at one of world's largest management firms. Roman named CEO in 2016 amid shake-up; responsible for firm's overall business strategy.

HOW: Chicago-educated execs. Ivascyn has MBA in analytic finance from **University of Chicago**, bachelor's in economics from **Occidental College**. Roman has MBA in finance, econometrics from University of Chicago, bachelor's degree from **University of Paris IX Dauphine**. Ivascyn at PIMCO since 1998, made name for self after 2008 financial crisis by successfully betting on nonagency mortgage-backed securities. He, 71 other managing directors share annual profit pool that at peak topped \$1 billion; Bloomberg reported he received \$70 million bonus in 2013. Roman, former **Goldman Sachs** banker, credited with turning around



Man Group PLC, one of world's largest publicly traded alternative asset managers.

RECENT: Institutional investors impressed, adding \$350 billion more inflows in past two years, stopping trend of outflows exacerbated when legendary **Bill Gross** left in 2014. Income Fund, managed by Ivascyn, **Alfred T. Murata**, now PIMCO flagship with \$111 billion in assets as of March 31, triple that of five years ago, surpassing \$72 billion at Total Return Fund, which predecessor Gross managed. Income Fund again ranked in top 10 in 2017 on Morningstar category, feat reached in seven of past 10 years. Fund was winner of 2018 U.S. Thomson Reuters Lipper Fund Award in multisector income category over 10-year period, when it averaged 9.14% annual return. Roman plans to add 200 employees in next 12 months on top of current 2,200. Opening third U.S. office in Austin, Texas. Seeing strong growth in Latin America, exploring opportunities in China.

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SHAHIN GHADIR, M.D.

Founding Partner, Southern California Reproductive Center



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PERSONAL: “In this business, it’s the portfolio manager who gets credit for the success. It’s really the team that drives returns,” Ivascyn said. Former boss describes him as “a beast” of a worker who would spend weekends studying prospectuses. Enjoys Boston’s major sports teams. Roman collects French wine, art. Big fan of London soccer club Arsenal. Roman president of **PIMCO Foundation**, which gave 7,110 volunteer hours, grants to 23 local nonprofits in 2017.

—Peter J. Brennan

GARY JABARA

Founder, Chairman
Mobilitie LLC
Newport Beach
Born in Baldwin Park
Age: 56
Lives in Newport Beach

WHY: Telecom, wireless exec, owner of country’s largest privately held wireless infrastructure provider. Force in OC residential, commercial real estate markets.

HOW: Former partner in **Deloitte**’s telecommunications infrastructure practice, started Mobilitie in 2005, grew it into one of country’s largest cell tower owners. Scored \$1.1 billion from 2012 sale of 2,300 cellphone towers to **SBA Communications Corp.** Used proceeds to buy real estate, primarily in OC, while rolling out business lines for telecom company. Big source of business now providing upgraded wireless service to sports arenas, concert venues, casinos, other large venues through distributed antenna systems.

RECENT: Working with Overland Park, Kan.-based **Sprint Corp.**, other national carriers to roll out network upgrades, paving way toward 5G. Mobilitie handling primarily deployment of small cell base stations, installing equipment that can handle next-gen wireless, broadband traffic in congested areas. Has faced resistance from some localities during rollout. New FCC regulations should help; company applauded agency in March for changes to “exclude small wireless facilities from the environmental and historic review procedures, treating them more like Wi-Fi routers currently deployed today.”

PERSONAL: Named **Ernst & Young** National Entrepreneur of the Year in 2013 for real estate, took home Business Journal Excellence in Entrepreneurship Award in 2016. Calls Mobilitie as much a real estate venture as tech company. Main investor in Newport Beach-based **Villa Real Estate**, residential brokerage targeting high-end coastal properties. **San Diego State** grad led ownership group that tried unsuccessfully to buy San Diego Padres baseball team in 2012. Big believer in thank-you cards.

—Mark Mueller



JONATHAN JAFFE

President, Chief Operating Officer
Lennar Corp.
Age: 58
Born in New York
Lives in Laguna Beach (Emerald Bay)

WHY: Top local exec for largest homebuilder in U.S., valued at nearly \$19 billion, with oversized presence in OC.

HOW: Has spent over 30 years at Miami-based Lennar, which runs a large part of day-to-day operations from Aliso Viejo hub. Led company’s expansion into state in 1995, “responsible for Lennar’s dominant position in California and the Western United States,” company says. Had to buy way into OC’s tight-knit homebuilding club, where big landowners, homegrown builders dominate. Worked with fellow OC50’er **Emile Haddad**, then with Lennar, to buy land at former El Toro Marine Base in 2005, \$1 billion deal that’s largest local real estate transaction in recent memory.

RECENT: Completed blockbuster acquisition of Irvine homebuilder CalAtlantic Group Inc. in February, \$9.3 billion stock, debt, cash deal that vaulted Lennar past **D.R. Horton** as country’s largest builder. Now overseeing integration of companies, with emphasis on establishing more efficient building process for former CalAtlantic projects. OC already Lennar focal point, with its nearly 40% stake in Haddad’s master development firm **FivePoint Communities**, a separate, large ownership stake in Great Park Neighborhoods development in Irvine, numerous area housing projects, including Irvine’s pricey Altair community that it’s building with **Toll Brothers**. Promoted to president role in April, kept COO title.

PERSONAL: Bachelor’s degree from **University of Florida**, graduate studies in architecture at **Georgia Tech University**. Joined Lennar out of college. Wife, **Karen**, three sons. Serves on boards of Lennar, Five Point, which was spun off builder in 2009, went public last year.

—Mark Mueller



JAMES H. JANNARD

Founder, Chairman
Red Digital Cinema Camera Co.
Irvine
Born in Alhambra
Age: 69
Lives in Washington, Las Vegas, Los Angeles

WHY: Built two global brands: Foothill Ranch-based **Oakley Inc.**, now part of **Luxottica Group SPA**, and Red Digital Cinema Camera in Irvine, which he runs with President **Jarred Land** as frontman.

HOW: Dropped out of **University of Southern California** School of Pharmacy to start

Oakley in 1975 with \$300, selling motorcycle grips out of car. Motorcycles, ski goggles followed, then designs for state-of-the-art sunglasses. Took company public in 1995, sold it to Italy-based **Luxottica** in 2007 for \$2.1 billion. Red Digital, two years after he launched it in 2005, released Red One, “a 4K camera for \$20K,” while competitor **Sony** was selling digital cinema cameras for about \$200,000. Bought Ren-Mar Studios in Hollywood in 2010, renamed it Red Studios. Directors **Peter Jackson, Ridley Scott, James Cameron** among customers.

RECENT: Red Digital last week announced it partnered with **Facebook Inc.** to develop a 6DOF Camera, a VR device that will use Facebook’s depth estimation technology to “generate infinite perspectives from any direction within a field of view,” according to the social media giant. Jannard’s also getting ready to release Hydrogen One, a smartphone with holographic display.

PERSONAL: Wife, **Misha**. Four children, 14 grandchildren.

—Mediha DiMartino



STEVE JONES

Chief Executive
Allied Universal
Born in Orange County
Age: 49
Lives in Coto de Caza

WHY: Took company that generated \$12 million in 1996 to about \$5.3 billion in 2017. Acquired over 55 companies from 2011 to 2018 to build America’s biggest private security force. Oversees workforce of 150,000, almost size of Japanese army.

HOW: Bachelor’s degree in political science from **California Polytechnic University-San Luis Obispo**, 1992, MBA, **University of Redlands**, 2000. Modus operandi in fragmented industry is identifying potential geographical area, acquiring key local security firm, installing standard processes, starting local expansion. Swiss private-equity manager **Partners Group** was so pleased with tripling its investment return that its website cited Jones’ company as case study.

RECENT: Biggest merger to date AlliedBurton Security Services in 2016. Says social media services may generate extra \$1 billion in annual sales, such as **Uber**-like app to tell guards when jobs available. Sees guards, robots working together “as the wave of the future.”

PERSONAL: Hobbies include coaching his kids in sports, traveling, playing golf, tennis. Favorite OC pastime enjoying restaurants with friends. College football, has donated to alma mater, was recently inducted as Honored Alumni for Cal Poly Athletics.

—Peter J. Brennan



JOSEPH E. KIANI

Chairman, Co-Founder, Chief Executive
Masimo Corp.
Irvine
Born in Shiraz, Iran
Age: 53
Lives in Laguna Niguel

WHY: Business-, politically savvy entrepreneur who leads Patient Safety Movement, involves sharing data to stop hospital-related patient deaths.

HOW: Founded patient-monitoring company in 1989 in garage with partner. Attracted over \$80 million in venture capital before taking Masimo public nine years ago in offering raising \$233 million. \$5 billion market value today.

RECENT: Continues to grow noninvasive patient monitoring technologies with new emphasis on telehealth, home-based care. Received FDA clearance for home use of Rad-97 CO-Oximeter, compact stand-alone monitor designed to help hospitals monitor patients after discharge. Company is hiring, including building separate sales team to grow “telehealth, telepresence and telemonitoring.” Added new hospital users last year, including **Prospect Medical Holdings Inc.**, **Kindred Healthcare Inc.**, plus big renewals, including **Kaiser Permanente**. Patient Safety grew number of medical technology companies pledged to share data from 70 to over 90.

PERSONAL: Holds over 50 patents related to signal processing, sensors, patient monitoring. Came to U.S. with family at age 9, graduated high school at 15. Tennis fan with suite at BNP Paribas Open in Indian Wells. Wife, **Sarah**, two daughters, one son.

—Sherry Hsieh



BILL LINK

Co-Founder, Managing Director
Versant Ventures
San Francisco
Born in Morenci, Mich.
Age: 72
Lives in Newport Beach

WHY: Healthcare industry veteran with over 30 years as entrepreneur, investor. Co-founder, OC-based director, \$1.9 billion venture capital firm investing across healthcare sector, at all stages, emphasis on discovery, development of novel therapeutics.

HOW: Engineer by training. Bachelor’s, master’s, doctorate in mechanical engineering from **Purdue University**. Got interested in medicine, gained academic exposure through Purdue’s veterinarian program. Was assistant professor in surgery department at **Indiana University**. Pioneer of sorts in



medicine, engineering blend. Got into biomedical engineering in 1970s when “it wasn’t even a profession yet.” Came to OC as part of transition from academia to industry. Founded American Medical Optics, sold to **Allergan** in 1986. Started Chiron Vision, sold to **Bausch & Lomb** in 1997. Shifted focus to investing. Was general partner at **Brentwood Venture Capital** before co-founding Versant in 1999. Company closed Newport Beach, Menlo Park offices about three years ago.

RECENT: Chairman, Laguna Hills-based eye device maker **Glaukos**. Director of **Edwards Lifesciences Corp.** Recipient of 2014 Catalyst Award from **Glaucoma Research Foundation**. Remains active in ophthalmic sector through investments, board service. Irvine-based **AcuFocus Inc.**, which develops corneal implant to treat presbyopia, is Versant portfolio company. Active with Versant and **Flying L Partners**.

PERSONAL: Likes outdoors, whether hiking in Colorado mountains, skiing in “beautiful” Steamboat Springs, hunting with buddies in fall. Avid aviator who “truly enjoys flying,” especially with son in cockpit, rest of family in back. Wife, **Marsha**; two children, four grandchildren. Has homes in Newport Beach, Steamboat Springs.

—Sherry Hsieh

PAUL MERAGE

Chairman
MIG LLC
Newport Beach
Born in Iran



WHY: Estimated \$1.7 billion fortune; now invests, gives
HOW: Basis of fortune 2002, \$2.6 billion sale of Hot Pockets maker Chef America Inc. to **Nestlé**; co-founded frozen food maker with brother **David** quarter-century earlier; \$750 million in annual sales, 1,800 workers at time of sale. Gave \$30 million to the **University of California-Irvine**; business school named after him. Bachelor’s, MBA, **University of California-Berkeley**.

RECENT: Newport Center-based **Paul & Elisabeth Merahe Family Foundation**—about \$40 million in assets—backs Santa Ana charter school El Sol Science and Arts Academy; family also gives to relationship-building between U.S., Israel, where Merahe has supported entrepreneurship.

PERSONAL: Son, **Richard**, nephew, **Greg**, lead, respectively, **MIG Capital LLC**, SEC-registered private equity firm with more than \$1 billion in assets under management, and **MIG Real Estate LLC**, owner, manager of commercial, office, hospitality, multifamily assets.

—Paul Hughes

ANTHONY MOISO

Chief Executive, Chairman
Rancho Mission Viejo LLC
Born in West Los Angeles
Age: 78
Lives in Laguna Beach (Emerald Bay)



WHY: Heads development, leasing arm of Moiso, O’Neill, Avery families; real estate development, leasing, cattle, agricultural operations; OC’s No. 2 landowner after **Donald Bren**.

HOW: Family ties to land trace to 1882—ranch once covered 200,000 acres from El Toro Creek in Lake Forest to Oceanside, including all of what’s now Camp Pendleton. Now owns 23,000 acres in southeast OC. Developer behind creation of Mission Viejo, Rancho Santa Margarita, Las Flores, Ladera Ranch.

RECENT: Esencia, 2,700-home second village of company’s newest community, Rancho Mission Viejo, reported more than 600 sales last year, 12th best-selling master-planned community in country last year. Sales up more than 30% over 2016. Development of 890-acre project continues in full force. Community-serving retail center, 98,000-square-feet, opened on part of land last year. Rancho Mission Viejo eventually be 14,000-home community, roughly twice size of Ladera Ranch.

PERSONAL: Longtime supporter of Mission San Juan Capistrano. Well-known for love of horses; hosts annual Rancho Mission Viejo Rodeo, which has raised over \$1 million for local charities. Staunch Republican, had childhood friendship in West Los Angeles with former Democratic Gov. **Gray Davis**. Served two years in Army as infantry officer. Wife, **Melinda**. Four daughters. **Richard “Dick” O’Neill**, his uncle, family patriarch, died in 2009. Took over official chairman title from O’Neill last year, turned over president duties to **Don Vodra**, longtime RMV company man. Working with Vodra to help “identify, mentor, coach, develop, and empower those men and women who will help guide the Rancho Mission Viejo family in the future.”

—Mark Mueller

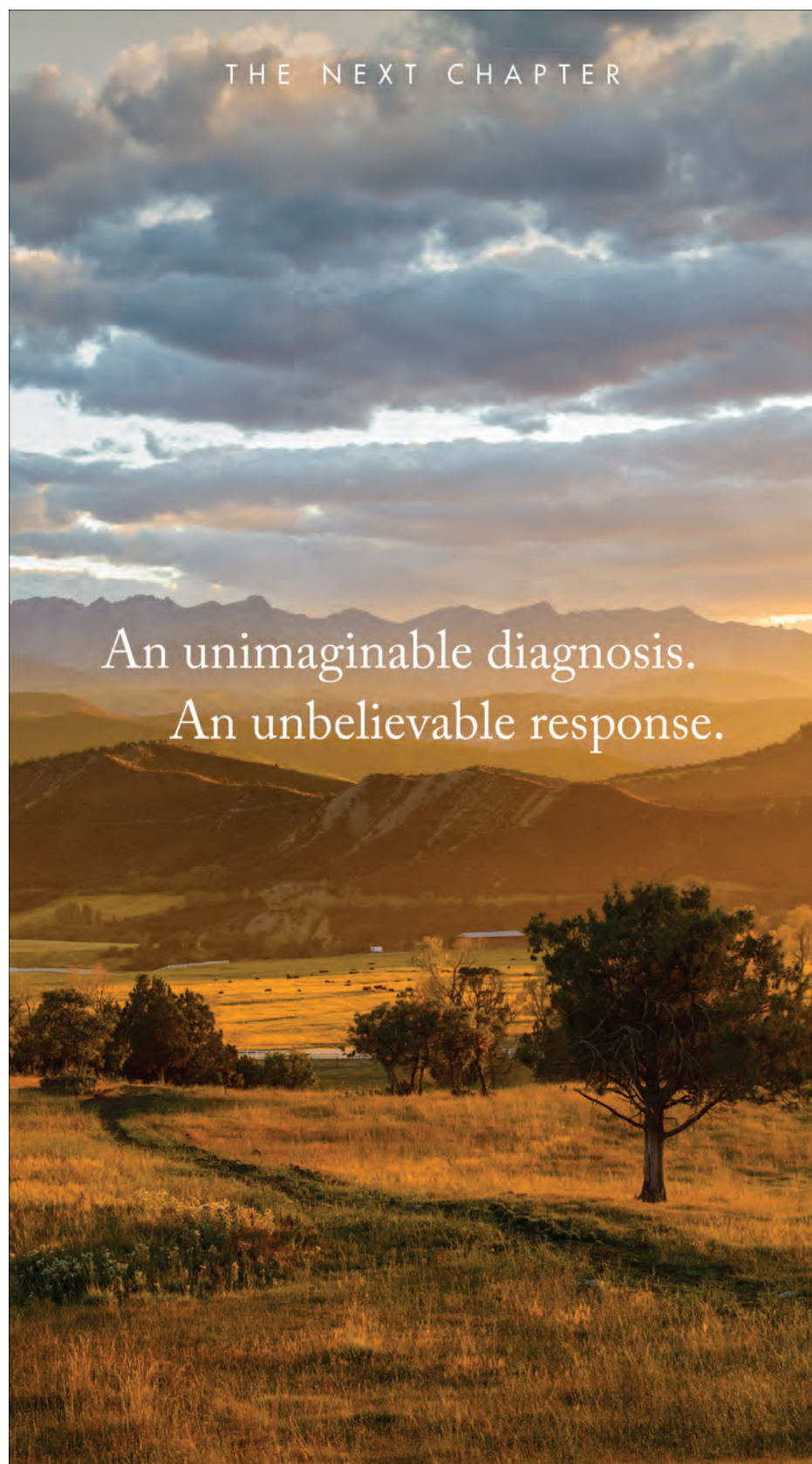
ALAIN MONIE

Chief Executive
Ingram Micro Inc.
Irvine
Born in Marrakesh, Morocco
Age: 67
Lives in Newport Beach



WHY: Leads OC’s largest company by sales, with over \$46 billion in revenue. Tech bellwether biggest distributor of computer, consumer electronics products, software in world, strong business in mobility, cloud, commerce supply chain services. OC’s 14th-largest foreign-owned company, with about 900 employees here, over 29,000 in 45 countries. Serves customers in over 160 countries. Closed \$6 billion sale in

➡ Continued on page 16



Only months after the passing of his beloved wife, Jim discovered that his own health was failing. Shock soon gave way to thoughts of his young sons’ future—one sadly, he would not be part of. Jim reflexively turned to Susan, his Whittier Trust advisor to oversee the daunting task of ensuring his children’s futures. Thanks to Susan, the boys were able to be raised on the treasured family ranch up until the day they left for college—a trip that was accompanied by their Whittier Trust Advisor—the same woman who year-after-year proudly guided two fatherless boys into confident young men. The breadth of expertise and customization Whittier Trust provides our clients is without parallel—because to us, building legacies is ultimately what we’re all about. Read Jim’s full story at WhittierTrust.com/NextChapter. We’d love to hear your story. Call Greg Custer at 949.216.2200.

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December to **Tianjin Tianhai Investment Co.**, a unit of Hainan-based conglomerate **HNA Group**, ending Ingram's 20-year run as public company. Retained title under new owner, Irvine headquarters at Park Place.

HOW: Joined firm in 2003 as executive vice president. Appointed Asia-Pacific region president year later. Doubled region's size after acquisition of Tech Pacific, transforming break-even business into company's largest growth market. Left in 2010 to head large pulp, paper producer in China; returned in 2011 as president, COO. Named CEO in 2012. That year spearheaded \$840 million buy of BrightPoint Inc., largest acquisition in company history. 2013 Business Journal Business Person of the Year.

RECENT: Company bolstered position on cyber front with December purchase on undisclosed terms of San Jose-based Cloud Harmonics, value-added reseller for U.S., Canadian markets. Continues to improve margins across business lines. Buy is Monie's 30th since he took helm. Ingram now Microsoft's largest cloud-service reseller, recently passed two million users on cloud platform. Eyeing China as next big launch market.

PERSONAL: Likes scuba diving, sports cars, fine wines. Fluent in French, Spanish. Has lived, worked in Europe, Mexico, Japan, Singapore. Big execution guy. Drives aggressive M&A strategy to promote rapid, more profitable growth. Demands accountability, transparency, open communication. Educated in France. Received high honors in automation engineering studies at **Ecole Nationale Supérieure d'Arts et Métiers**. MBA from **Institut Supérieur des Affaires** in Jouy-en-Josas. Wife, **Dominique**, from Bordeaux. Couple has moved 16 times; three sons, four grandchildren.

—Chris Casacchia

ARTURO "ARTE" R. MORENO

Owner
Angels Baseball LP
Anaheim
Born in Tucson, Ariz.
Age: 71
Lives in Phoenix, Corona del Mar

WHY: In 16th season as Los Angeles Angels of Anaheim owner; also holds its flagship radio station KLAA 830 AM.

HOW: Paid \$184 million in 2003 for team then called Anaheim Angels; now worth \$1.8 billion, Forbes says, up 3% YOY; revenue \$334 million, operating income \$25 million; player costs \$188 million. Team drawn at least 3 million fans every year of his reign. Investor, Arizona Diamondbacks in 1998; co-owned billboard company, sold to **Viacom**, \$8.7 billion, 1999. Forbes puts wealth as of May 1 at \$2.4 billion.

RECENT: Tense two-step with city of Anaheim on whether team to stay in town ended with decision to remain—for now. Current lease expires 2029 with three three-year options through 2038; 50-year-old stadium last renovated in **Bill Clinton**'s second term for \$117 million. Recent upgrades include 14 new LED displays, outfield videoboards, sound system with 300 speakers, 50 subwoofers; the "Big A" got LED facelift, new paint; team ended 2017 campaign one win shy of .500—and 21 games behind eventual World Series champs Houston Astros; strong start to new season. Signed fan favorite **Shohei Ohtani**, drawing interest from spectators, sponsors with ties to player's native Japan.

PERSONAL: Started **Angels Baseball Foundation** in 2004 with second wife, **Carole**; has given about \$8 million to SoCal charities. Fourth-generation Mexican-American. Oldest of 11 kids. Father ran print shop, grandfather published newspaper. Catholic schools. Joined Army in 1965; Vietnam veteran. **University of Arizona** grad 1973, in marketing. Three kids.

—Paul Hughes

MICHAEL S. MORHAIME

Co-Founder, Chief Executive
Blizzard Entertainment Inc.
Irvine
Born in Panorama City
Age: 50
Lives in Newport Coast

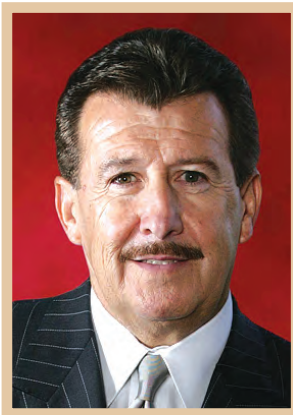
WHY: Pioneer of multiplayer online games, big factor in 2008 agreement to combine with Santa Monica-based Activision in \$18 billion deal, creating Activision Blizzard, world's largest, most profitable independent game publisher, with annual revenue over \$7 billion. OC's largest software maker, employs 2,000 at Spectrum headquarters, more than 4,000 total.

HOW: Started Blizzard in 1991 with fellow **University of California-Los Angeles** alums **Allen Adham**, **Frank Pearce**. Borrowed \$15,000 from grandmother—has handwritten loan contract on office wall. Blizzard's forerunner bought by Torrance educational software publisher Davidson & Associates in 1994, then by predecessor to New Jersey-based Cendant in 1996. Sold to **Havas** in France in 1998, later bought by **Vivendi**.

RECENT: Debuted Blizzard Arena Los Angeles at Burbank Studios, home to Overwatch League based on smash hit, first-person shooter "Overwatch," a \$1 billion business. League features 12 franchises, which were sold for an estimated \$20 million each, and several notable sponsors, including **HP**, **Intel**, **Toyota**, **T-Mobile**, **Sour Patch Kids** candy. Launched Heroes Global Championship esports league based on free-to-play online brawler "Heroes of the Storm."

PERSONAL: San Fernando Valley native. Bachelor's in electrical engineering, UCLA. Donates to **Jewish Federation & Family Services**, **Daniel Pearl Foundation**, **University of the People**. Played in World Series of Poker in Las Vegas. Placed second in 2006 celebrity poker tournament hosted by **Academy of Interactive Arts & Sciences**. Plays bass in Blizzard-themed rock band with employees. Inducted into AIAS Hall of Fame in 2007.

—Chris Casacchia



JAMES T. MORRIS

Chairman, Chief Executive, President
Pacific Life Insurance Co.
Newport Beach
Born in Bryn Mawr, Pa.
Age: 58
Lives in San Juan Capistrano



WHY: Chief executive of biggest OC-based private company, one of top U.S. life insurance companies.

HOW: Bachelor's in math from **University of California-Los Angeles**. Started up ranks in 1982 when joined PacLife as assistant actuary. Promoted to senior vice president in 1996, executive vice president in 2002. Named chief insurance officer in 2005, COO in 2006, CEO in 2007. 14th CEO of 150-year-old company that traces roots to **Stanford University** founder. Serves on board of **Edison International**.

RECENT: Jumped 24 spots to No. 302 on Fortune 500 list by revenue, its highest-ever ranking. Revenue rose 5% in 2017 to \$9.44 billion; operating income declined 11% to \$774 million. Assets climbed 10% to \$157.9 billion. Life insurance unit sales up 36%; airplane unit owned or managed 439 aircraft by year-end, up from 413 year before.

Reinsurance unit approved in China. Is bullish on annuities, whale mascot, OC. Doesn't see competition from Silicon Valley because business requires lot of capital; concerned genetic testing may harm industry by giving unfair advantages to consumers.

PERSONAL: Chairman, **Pacific Life Foundation**, which gave \$6.3 million last year to about 290 nonprofits, including \$1 million to provide aid for homeless. Serves on board of advisors of UCLA Anderson School of Management. Fellow, **Society of Actuaries**. Member, **American Academy of Actuaries**. Wife, **Ann**; two children.

—Peter J. Brennan

SEBASTIAN PAUL MUSCO

Founder, Chairman
Gemini Industries Inc.
Santa Ana
Born in Providence, R.I.
Age: 92
Lives in Irvine



WHY: Prominent donor to education, arts, music. Founder, Santa Ana-based precious metals provider to auto, oil refining industries; helped develop catalytic converter to lower auto exhaust toxicity.

HOW: Served in WWII as teenager. Moved to OC in 1972, founded Gemini in 1973 as gold, silver refiner.

Developed industrial process to economically recover platinum, palladium from used catalytic converters. Provides products, services to every major oil company. Still goes to work in Santa Ana every day.

"How do you become an entrepreneur?" two Musco grandkids, fresh out of MIT, once asked.

"Easiest thing in the world," Musco replied. "Just open it up ... and work your a** off."

RECENT: One of 10 children of immigrant parents, joined OC 50ers **Segerstrom, Argyros** in receiving Ellis Island Medal of Honor in May, celebrating career, service to country. Musco's feting in Costa Mesa accompanied by **Pacific Symphony Orchestra** concert.

Groundbreaking in March in Silverado Canyon capped "Miracle at St. Michael's Abbey," Musco-led \$127 million campaign for new 327-acre campus for priests, seminarians of Norbertine Order of Catholic Church. New abbey church, convent, monastery to be part of one of largest campaigns in Catholic Church in decade, courtesy of "Paul and the Apostles."

PERSONAL: Prefers to be called Paul. He and wife, **Marybelle**, donated \$39 million of \$82 million needed for Sebastian P. Musco Center for the Arts at **Chapman University**. Holds three honorary doctorate degrees. Met wife in Chicago in 1970. Served on **Los Angeles Opera** executive committee, **PBS SoCal** supporter. Sicily-born father believed music makes "food for the soul." Donors to **Orange County School of the Arts**, **Canyon Acres Children and Family Services**, **Muscular Dystrophy Association**, Chapman. Has identical twin, **Anthony**.

—Pete Weitzner

MICHAEL MUSSALLEM

Chairman, Chief Executive
Edwards Lifesciences Corp.
Irvine
Born in Gary, Ind.
Age: 65
Lives in Laguna Beach



WHY: Leads biggest OC-based medical device maker, with over \$3.4 billion in annual sales, over 4,300 local employees, over 12,000 worldwide. Recent \$28 billion market value.

HOW: **Baxter International Inc.** veteran tapped to lead spinoff of company cardiovascular business into Edwards. Only CEO Edwards has had in 15-year history as independent company. Edwards among cardiovascular disease treatment leaders. Makes transcatheter heart valves, surgical heart valves, critical-care products.

RECENT: Continued focus on structural heart, critical care products, transcatheter valve therapies. Early pioneer in transcatheter aortic valve replacement tech, looking to bring transcatheter to mitral, tricuspid treatment. Acquired Harpoon Medical Inc., which develops heart repair tech for degenerative mitral regurgitation. Received European CE mark clearance for self-expanding Centera transcatheter aortic valve replacement device; has begun U.S. pivotal trial. FDA granted De Novo request for Acumen Hypotension Prediction Index software, which alerts clinicians of low blood-pressure in surgical patients. Celebrating 60 years of business in 2018.

PERSONAL: Trustee, UCI Foundation. On boards, executive committees of **Advanced Medical Technology Association, Healthcare Leadership Council**, both in Washington, D.C. Die-hard Chicago Cubs fan. Wife, **Linda**. Former Business Journal Business Person of the Year. Of Lebanese descent. Bachelor's in chemical engineering, honorary doctorate from **Rose-Hulman Institute of Technology** in Indiana. Worked summers at steel mill to help pay for college; offered full-time job upon graduation but opted for career in newer industry.

—Sherry Hsieh

IGOR M. OLENICOFF

Owner, President, Founder

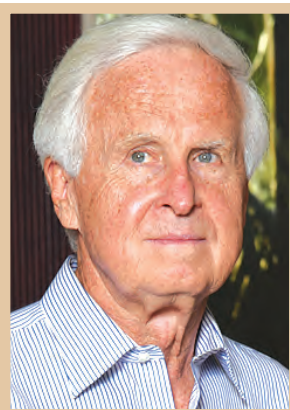
Olen Properties Corp.

Newport Beach

Born in Mazandaran, Iran

Age: 75

Lives in Laguna Beach (Emerald Bay)



NATALIA OSTENSEN

Olen Properties Corp.

Executive Vice President

Born in Laguna Beach

Age: 36

Lives in Laguna Beach



WHY: Olen owns nearly 8 million square feet of commercial real estate, is OC's second-largest office landlord after **Irvine Co.** Igor Olenicoff's estimated \$4.2 billion fortune makes him OC's third-wealthiest resident, trailing only **Donald Bren** and **Henry Samueli**. Daughter Natalia oversees much of company's day-to-day operations.

HOW: Olen founded by Igor in 1973. Bulk of offices OC, portfolio of over 14,000 apartments largely outside area, in Nevada, Florida, Georgia, Arizona. Along with office, industrial buildings, owns marinas, airport hangars, restaurants, a golf course. Has nearly 2,000 tenants, 380 buildings in OC. Area holdings include low-rise offices, two office towers near airport, Olen Pointe office campus in Brea.

RECENT: Olen this year sold largest office property, 40-story skyscraper in Chicago valued at about \$400 million it owned 12 years. Igor said company looking closer to home for deals, wants "to acquire properties that we would manage and where we already have a corporate presence in the area." Recent buy in Newport Beach: Newport Corporate Tower, nine-story office about mile from airport. Paid \$75.2 million for it last year, the most it's spent on an acquisition in county in over a decade. Recently bought 2,100 apartments in and around Atlanta.

PERSONAL: Igor born in northern Iran when under Soviet occupation during WWII. Parents left Soviet Union for Iran after Russian Revolution due to ties with **Czar Nicholas II**. Went to Iranian mining town, came to U.S. when Igor 15. Worked way through **University of Southern California**, graduated with multiple degrees. Worked for **Shell, Touche Ross, Motown Records**, where was vice president and business consultant to **Berry Gordy** expanding company out of Detroit to Hollywood. Founding partner in real estate syndicator **Gemini Pacific**. VP operations at **Dunn Properties** before starting Olen. Wife, **Jeanne**. Natalia USC grad, plays key role in company's leasing, acquisition activities. **Andrei Olenicoff Memorial Foundation**, charity for healthcare research/treatment and environmental causes, in memory of Igor's late son. Local restaurant at Olen's Century Centre office complex named after Andrei; family unveiled sculpture last year in his memory at Heisler Park overlooking Divers Cove in Laguna Beach.

—Mark Mueller

ROBERT D. OLSON

President

R.D. Olson Development

Newport Beach

R.D. Olson Construction

Irvine

Born in Oakland

Age: 61

Lives in Newport Beach (Balboa Island)



WHY: California's dominant hotel developer several years running. Company's built more than 2,500 hotel rooms past few years, primarily under Marriott brand, and developed over \$1 billion in hotel assets since 2000.

HOW: Founded R.D. Olson Development in 1998 after nearly 20 years at helm of contractor R.D. Olson Construction, which builds hotels, offices, restaurants, apartments, other product types, and of which Olson remains majority owner. Wanted to develop hotels for own portfolio; started by building two hotels at **Disneyland Resort** that were later sold to **Intercontinental Hotels**. Remains 100% owner of development business, whose activity has surged past seven years. Founded construction company at age 23 using \$35,000 of own savings.

RECENT: Overseeing reinvention of OC hotel scene. Lido House Hotel, 130-room upscale boutique at former Newport Beach City Hall, first new hotel in city in decade. Modeled in part on Olson's own home along water. **Irvine Spectrum Marriott**, first full-service area hotel in several years, opened late last year. Sixteen-story project among highest-rated Marriott hotels in country. Rooftop bar Hive & Honey city's newest hot spot. Built 250-room **Paséa Hotel & Spa** in Huntington Beach, 2-year-old project that's part of Pacific City mixed-use development. Out-of-town projects include hotels on Maui, in Silicon Valley, Santa Barbara, other California markets. Awarded 2016 Development Partner of the Year by Marriott International. Construction business seeking inroads in nonhospitality areas to diversify operations.

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PERSONAL: Received MBA from **University of Southern California**, convinced school to admit him without undergrad degree. Member, **Young Presidents' Organization**, served on board of directors, executive committee of American Red Cross Orange County chapter.

—Mark Mueller

JIM PETERSON

Chairman, Chief Executive

Microsemi Corp.

Aliso Viejo

Born in Port Jefferson, N.Y.

Age: 62

Lives in Laguna Beach, San Juan Capistrano



WHY: Boss of OC's fourth-largest chipmaker, with about 230 local workers. Pushed acquisition strategy to record \$1.8 billion in 2017 sales, up 9.5% year-over-year. Net income hit \$176.3 million, also a record. Has overseen 27 acquisitions since tenure began in 2000. A-list in philanthropic circles, corporate engagement.

HOW: Ran Garden Grove-based Linfinity Microelectronics, unit of Symmetricom in San Jose. Microsemi bought Linfinity in 1999 for \$24 million, ran it as Microsemi division before promotion to top spot. Earlier held senior worldwide marketing, sales management positions with Silicon Systems Inc., marketing management positions at Rockwell Corp. in Newport Beach, General Instruments Microelectronics in New York.

RECENT: Positioned company for \$10.1 billion sale to **Microchip Technology Inc.** in Chandler, Ariz. Sale price of \$68.78 per share represents 7% premium on Microsemi's share price day deal announced in March. Transaction expected to close next month. Company acquired timing-device business of **Vectron International** in December for \$130 million, closed month after announced.

PERSONAL: Philanthropic interests include **Discovery Cube**; **MIND Research Institute**; **Court Appointed Special Advocates of OC**; **Talk About Curing Autism**; Academy Charter High School, a community project of **Orangewood Children's Foundation**. Staunch education supporter; serves on **University of California-Irvine** board of trustees, Engineering Industry Advisory Board, Paul Merage School of Business Advisory Council, CEO Executive Roundtable. Enjoys golf, landscape gardening, driving fast cars, being grandparent. Has big annual Super Bowl bash. Known by many as Jimmy P. Friendly, sunny outlook. Wife, **Sheila**. Six children, eight grandchildren.

—Chris Casacchia

SHAHEEN SADEGHI

President, Founder

LAB Holding LLC

Costa Mesa

Born in Tehran, Iran

Age: 64

Lives in Laguna Beach



WHY: Retail veteran-turned-real estate-developer of retail, event centers, such as Anaheim Packing House food hall, Center Street, LAB Anti-Mall, The Camp in Costa Mesa, landmark Casino San Clemente.

HOW: Founded LAB Holding in 1991, opened indoor/outdoor retail concept LAB Anti-Mall in 1993. By 2002, opened eco-conscious retail space The Camp. Got start as couture designer for famed couturier **Charles James** in New York. Headed west to work as executive in design, merchandising, international manufacturing for **Jantzen Inc.**, formerly of **VF Corp.** Took on executive VP role at **Gotcha Sportswear Inc.**, took president role at **Quiksilver** under co-founder **Bob McKnight** before launching real estate venture.

RECENT: Purchased aging Corona Mall last year for \$1.9 million, will redevelop center into mix of restaurants, breweries, boutique retail, common areas. LAB Holding's residential, restaurant, retail development The Plant in Costa Mesa put on hold last month after city officials said additional studies needed to ensure 2.2-acre site has enough parking. Other projects in works include redevelopment of city-owned property in North Long Beach totaling 176,613 square feet into retail center scheduled to open summer 2019; transformation of 17 homes, parcels into small businesses in Garden Grove's Civic Center area.

PERSONAL: Studied fashion design, merchandising at **Pratt Institute** in Brooklyn, N.Y., where met his wife, **Linda**, LAB Holding's COO. Completed Executive Finance Program at **Harvard Business School**. Couple has three sons.

—Subrina Hudson

HENRY SAMUELI

Chief Technical Officer

Broadcom

Irvine

Born in Buffalo, N.Y.

Age: 63

SUSAN SAMUELI

Co-Founder

Samueli Foundation

Corona del Mar

Born in San Fernando Valley

Age: 67

The couple lives in Corona del Mar

WHY: Revered as engineering visionary at **Broadcom**. Owns Anaheim Ducks Hockey Club LLC and company that runs Honda Center. One of OC's biggest philanthropists. Chief technical officer of newly named Broadcom Inc., world's fourth-largest chipmaker with revenues of \$17.6 billion in fiscal 2017.

HOW: Former **University of California-Los Angeles**

professor. Worked at **PairGain**,

TRW in 1980s. Started Broadcom

in 1991 with **Henry Nicholas**,

who left in 2003. Each threw in

\$5,000. Started recruiting best

engineering students from

UCLA. One of few Broadcom execs to retain role after \$37 billion sale to Avago Technologies

in 2016. Heads tech strategic direction but no longer face of company. Keeps low profile.

RECENT: Went all in on hostile takeover of San Diego rival **Qualcomm Corp.**, pushing

unsolicited bid to \$117 billion. President **Donald Trump** nixed the deal in March by

presidential order, citing national security concerns related to 5G development.

The Samuelis gave \$200 million to the **University of California-Irvine** in September, one

of largest donations to a U.S. public university. \$55 million will build home for Susan and

Henry Samueli College of Health Sciences. Rest will go into permanent endowment for

faculty recruitment, student scholarship, other initiatives, including "investigations of new

healthcare approaches," according to UCI.

Wife **Susan**, who serves on the board of the **Orangewood Foundation**, also established

the Susan Samueli Center for Integrative Medicine at UCI in 2001.

The couple invested \$10 million to \$12 million in Honda Center upgrades before season,

including expanded main concourse, team store, new restaurants, furniture, multimillion-

dollar lighting system. Ducks swept in first round of playoffs against San Jose Sharks. Named

2017 fellow of National Academy of Inventors.

PERSONAL: Gave \$30 million to UCLA, \$20 million to UCI; both named engineering

schools after him. Other beneficiaries: **Segerstrom Center for the Arts**, OC School of theArts, **PBS SoCal**, **Discovery Science Center**, **Tarbut V'Torah Day School**, OrangewoodFoundation, **Ocean Institute**, **Jewish Federation of OC**, **Shoah Foundation**, **University****Synagogue**. Parents, **Aaron** and **Sala**, were Holocaust survivors from Poland who met after

war, came to America in 1950s, eventually moved to Southern California. Family ran liquor

store on Whittier Boulevard where Henry worked as teen. Understated, modest. Life-long

hockey, basketball fan. Skis, hikes. UCLA bachelor's, master's, doctorate in electrical

engineering. Jointly run **Samueli Foundation**. Couple has three children.

—Chris Casacchia and Subrina Hudson

**ANTON SEGERSTROM**

Partner

South Coast Plaza, C.J. Segerstrom & Sons, HTS Management

Costa Mesa

Born in Orange

Age: 60

Lives in Corona del Mar

**ELIZABETH SEGERSTROM**

Managing Partner

South Coast Plaza, C.J. Segerstrom & Sons

Costa Mesa

Born in Olsztyn, Poland

Age: 64

Lives in Newport Beach, maintains home in New York

**SANDRA "SANDY" SEGERSTROM DANIELS**

Managing Partner

South Coast Plaza, C.J. Segerstrom & Sons, HTS Management

Costa Mesa

Born in Orange

Age: 55

Lives in Costa Mesa, Newport Coast



WHY: Stakeholders in family business propelled by the late **Henry Segerstrom**, known for developing **South Coast Plaza** in Costa Mesa, city's business district, namesake arts center. Anton one of Henry's three children from first wife, **Yvonne de Chavigny Perry**. Elizabeth is Henry's widow. Sandy is daughter of Henry's first cousin, **Harold** and wife, **Jeanette**, who shared management of family firm **C.J. Segerstrom & Sons**.

HOW: Anton worked as teen behind counter at designer boutique **Courreges** at South Coast Plaza. Actively involved in South Coast Plaza leasing, marketing, development. Elizabeth and Henry married in 2000. She was involved in final design phases of Renee and Henry Segerstrom Concert Hall. Launched Elizabeth and Henry Segerstrom Select Series, artistic collaboration with **Philharmonic Society of Orange County** bringing internationally acclaimed performances to **Segerstrom Center for the Arts** in 2007. Sandy has been in family business over 30 years. Founder, executive director of nonprofit **Festival of Children Foundation**, support network for nearly 480 children's charities.

RECENT: \$180 million for **Sears'** space at SCP, plans eagerly

awaited; stayed active in SC Metro office and industrial market. Elizabeth continues Henry's arts, philanthropy legacy, serving as co-chairperson of **American Ballet Theatre** last year, supporting **Turnaround Arts**, public-private partnership led by **John F. Kennedy Center for Performing Arts**, to improve country's lowest performing schools. Sandy lobbied U.S. Senate to declare September as National Child Awareness Month, in 2017 received unanimous consent for 10th consecutive year.

PERSONAL: Anton, an art collector, sits on **Orange County Museum of Art** board, is honorary board member of **Second Harvest Food Bank**, serves on advisory council of **Someone Cares Soup Kitchen**. Married to **Jennifer** with two children. **University of Oregon** degree in finance and business administration. Elizabeth, who speaks four languages, received psychology degrees from **Warsaw University**, **University of Geneva**. Won Rockefeller Foundation Scholarship to study at **New York University**, where she received doctorate. Established therapy practice in New York City and co-authored NY Times best-seller "Lovesick-The Marilyn Syndrome." Serves on board of Segerstrom Center for the Arts. Sandy received bachelor's in communications with minor in music from **California State University-Fullerton**. Has daughter, two grandchildren.

— Subrina Hudson

VINNY SMITH

Founder
Toba Capital, Insight Capital Partners
Newport Beach
Born in Baltimore
Age: 54
Lives in Newport Beach



WHY: Launched venture capital firm Toba in late 2012 with former **Quest Software** colleagues, now OC's largest VC. Latest track for serial entrepreneur who sold Quest to **Dell** in 2012 for \$2.8 billion, cashed out nearly \$1 billion. Toba investments in OC include analytics software maker **Alteryx**; virtual reality content maker **NextVR**; security software maker **SecureAuth Corp.**; Irvine-based **True Drinks Holdings Inc.**; Costa Mesa-based business website, social media services provider **Mopro**; Irvine database security provider **Cirro Inc.**

HOW: Started career in 1986 at **Oracle**. In 1992 started San Francisco-based Patrol Software with Oracle colleague. **BMC Software Inc.** bought Patrol in 1994 for estimated \$33.7 million. Aliso Viejo-based Quest chairman, CEO from 1997 till sale. Grew it to \$800 million-plus in annual sales, upper ranks of OC software makers. Oversaw over 70 acquisitions, investments at Quest.

RECENT: Winner in SecureAuth's \$200 million sale last year to El Segundo-based private equity firm **K1 Investment Management**. Toba was primary backer of software maker, which raised more than \$40 million since 2005 inception. Investment one of over 40 active software companies in Toba's growing portfolio. Its \$800 million evergreen fund has invested about \$600 million. Told Business Journal he'll donate half of profits from Toba portfolio to charity causes, foundations.

PERSONAL: Smith and wife, **Tori**, support numerous charities, including **Cure Duchenne**; **Augie's Quest**, which battles Lou Gehrig's disease; kid's programs, such as **Orphan Starfish**, which provides after-school training in orphanages, shelters in 25 Latin American spots, Philippines. Gave \$5 million to Mount Saint Joseph High School in Baltimore, which he attended; seeded Costa Mesa-based **Gen Next Foundation** with \$1 million grant; gave \$1 million to Irvine-based nonprofit **Fuel Freedom Foundation**. Has several real estate plays across state as personal investor, chief financial backer of Newport Beach-based developer **Integral Communities**. Graduated from **University of Delaware**, where he wrestled. Sports casual air, home uniform often jeans, cap.

—Chris Casacchia

LYNSI SNYDER

Owner, President
In-N-Out Burger Inc.
Irvine
Born in Glendora
Age: 36
Lives in Bradbury in L.A. County



WHY: Burger chain she owns turns 70 this year—founded by grandparents **Harry** and **Esther** amid rush of returning WWII GIs; Snyder got ownership last year on 35th birthday; president since 2010, taking reins more, becoming public face—though still reticent, selective voice—of retro burger chain with about 330 locations, annual sales \$807 million, good for No. 3 on Business Journal list, trailing only Taco Bell, BJ's.

HOW: Family-run company since inception: Harry and Esther expanded as carefully as chain cultivates, cares for, image: buy nothing on credit; no franchising. Harry died in 1976, Esther in 2006; in that span, In-N-Out grew from about 20 locations to 120, their sons, **Rich** and **Guy**, also involved until their deaths in 1990s.

RECENT: Chain in six states—California, Arizona, Nevada, Utah, Texas, Oregon—excluding occasional pop-ups in New York, London, Tokyo, Hong Kong, Australia. Last fall came word chain planning locations, distribution center in Colorado. Employment tops 25,000; wages are known to start above minimum; company, Snyder commonly crack lists of top firms, executives.

PERSONAL: Enjoys drag racing; said to be member of Glendora-based **National Hot Rod Association**; father, Richard, competed in sport; grandfather Harry at one time owned stake in Irwindale Raceway. Chain founded, family long lived in San Gabriel Valley area; HQ moved to Irvine under Rich's leadership in 1980s, 1990s.

—Paul Hughes

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DEAN SPANOS

Owner, Chairman
Los Angeles Chargers
Costa Mesa
Born in Stockton
Age: 67
Lives in Newport Coast



WHY: Brought National Football League back to OC after 22 years when Rams left in 1995 for St. Louis.

Headquartered team's training, business operations at new The Hive in Costa Mesa. Forbes valued franchise at \$2.2 billion last year, up from \$2 billion in 2016.

HOW: Father, **Alex**, acquired 60% of team in 1984 for \$48.3 million from majority owner **Eugene Klein**. Grew share to 97% in decade. Dean took over daily operations in 1993. Ceded day-to-day leadership in 2015 to sons **A.G.** and **John**. Eldest son, A.G., president, business operations; John, president, football operations.

RECENT: Chargers ended first season at StubHub Center in Carson with 9-7 record, missing playoffs fourth consecutive year. Used No. 17 pick in NFL draft to select **Florida State** safety **Derwin James**, part of team's highly rated 2018 draft, experts say.

Working to curate, build, maintain fickle fan base extending along coastline from Mexico border through Orange, Los Angeles counties into Ventura, Inland Empire. Chargers to join Los Angeles Rams in \$2.6 billion Inglewood stadium scheduled to open in 2020.

Team, Spanos family donated \$500,000 for Hurricane Harvey victims. Funds earmarked for several groups on ground, including **Houston Food Bank**, **American Red Cross**, **Houston SPCA**.

PERSONAL: Longtime contributor to charities, organizations working to improve lives of children, families, including **Make-A-Wish Foundation**; **American Cancer Society**; **Armed Services YMCA**; **Susan G. Komen**; **Rady Children's Hospital**; **Girl Scouts**; **Huntington's Disease Society**; **San Diego Blood Bank**; **STAR/PAL**; **Special Olympics of Southern California**; **San Diego Food Bank**; **Casa de Amparo**; **Salvation Army**. Member, golf team at **University of the Pacific** in Stockton; graduated in 1972 with business administration degree. Five-time Pro-Am tournament champion, including back-to-back wins in 1990 at Bob Hope Chrysler Classic, AT&T National Pro-Am at Pebble Beach.

—Chris Casacchia

DEAN STOECKER

Chairman, Chief Executive, Founder
Alteryx Inc.
Irvine
Born in Denver
Age: 61
Lives in Irvine



WHY: Took analytics software maker public last year, first IPO in OC since **Glaukos Corp.** in June 2015. First local tech IPO since December 2013. Company had 555 employees at close of 2017, about 200 at Park Place headquarters, where it added 29,000 square feet. Occupies 40,000 square feet in lease that runs through 2023.

HOW: Alteryx founded in 1997 as SRC LLC, took name of core product in 2010, common move in software industry. Closed year with over 400 employees, about 125 in OC. Held previous stints as sales executive for **Strategic Mapping Inc.**, **Dun & Bradstreet**.

RECENT: 2017 revenue \$131.6 million, up 53%. Net \$17.5 million loss, down from \$24.3 million 2016 loss. Closed year with about 3,400 customers in 70-plus countries, up from 1,400 in 2015. Include **Ford Motor Co.**, **Kaiser Foundation Health Plan Inc.**, Nike, Southwest Airlines. Cashed out over \$12.7 million, selling 600,000 shares—part of secondary offering after IPO in which Alteryx insiders sold 8 million shares of Class B common stock, cashed out \$170 million. Offering effectively converted Class B shares to Class A. Stoecker also buyer in 2017, Czech software maker **Semanta** in January, Brooklyn, NY-bred **Yhat** in June.

PERSONAL: Big on work culture, evident in company's open-concept, 40,000-SF Park Place HQ; features 1962 double pass-through Volkswagen Bus outfitted with conference room, gas-caskets-turned-beer-taps. Launched **Alteryx for Good** last year, corporate philanthropic program to empower people to drive social change through data, analytics. Started 501(c)(3) foundation **i-Rise** with wife, **Angie**, to elevate opportunities for underserved to improve their economic standings. Bachelor's degree, international business, **University of Colorado**, MBA, **Pepperdine**.

—Chris Casacchia

DANIELE STRUPPA

President
Chapman University
Orange
Born in Milan, Italy
Age: 62
Lives in Big Canyon, Newport Beach, in the Musco Presidential Residence, donated by board member, fellow OC 50er Paul Musco

WHY: Oversees OC's largest private university with 8,300-plus students, about \$325 million endowment.

HOW: Appointed dean of **George Mason University's** College of Arts and Sciences in 1997 following stint as director of its Center for the Applications of Mathematics, chairman

Department of Mathematical Studies, associate dean for graduate students. Joined Chapman in 2006 as provost; appointed first chancellor following year. Credited with recruiting **Vernon Smith**, Nobel laureate in economics, **Yakir Aharonov**, National Medal of Science winner in physics. Struppa became Chapman's 13th president in 2016, succeeding **Jim Doti**.

RECENT: Launched \$500 million campaign as part of five-year plan dedicated to university's endowment. Received \$45 million donation from Chapman alumnus **Dale Fowler** and his wife, **Sarah Ann**, for Fowler School of Engineering, opening fall 2020. School to be housed in three-story Keck Center following \$21 million naming gift from Los Angeles-based **W.M. Keck Foundation** in September. Record 14,170 fall 2018 first-year applicants, up 8%.

PERSONAL: Degree in mathematics from **University of Milan, Italy** in 1977, doctorate in mathematics from **University of Maryland-College Park** in 1981. Edited or co-authored 10-plus books. Avid mountain climber. Wife, **Lisa Sparks**, founding dean, Chapman School of Communication. Four children.

—Subrina Hudson



DAVID SUN

Chief Operating Officer, Vice President
Kingston Technology Co.
Fountain Valley
Born in Taichung, Taiwan
Age: 66
Lives in Irvine



JOHN TU

Chief Executive
Kingston Technology Co.
Fountain Valley
Born in Chongqing, China
Age: 76
Lives in Rolling Hills



WHY: Co-leaders of top memory products maker for computers, consumer electronics. Run county's biggest minority-owned company, second-largest private company. 2017 revenue topped \$6.7 billion, up \$100 million. Employs about 650 in OC, 3,000 worldwide. Plants in Fountain Valley, Taiwan, mainland China. Sun oversees U.S., Far East operation; Tu handles Europe, Middle East, Africa, Latin America.

HOW: Started computer maker Camintonn in early 1980s in garage. Became division VPs when former computer maker AST Research bought it. Left to start Kingston in 1987 after losing millions in stock market crash. Famous for giving \$100 million to workers after selling 80% of Kingston to **Softbank** for \$1.5 billion in 1990s. Pair bought Kingston back in 1999 for \$450 million.

RECENT: Part of global giants consortium bid for **Toshiba Corp.**'s flash memory business for \$18 billion. Deal has yet to close. **HyperX** gaming division in October signed company's first NBA sponsorship as official headset partner of Philadelphia 76ers. Less than two months later named gaming headset partner of Dallas Mavericks, its future NBA 2K League esports team, another first for local unit. NBA plans to establish esports league this year, include NBA 2K draft, where gaming pros chosen to compete for select cities in popular "NBA 2K18" video game developed by **Visual Concepts** and published by **2K Sports**. At CES debuted industry's first memory modules featuring synchronized colored lighting with infrared technology, along with first wireless gaming headset, mouse, RGB keyboard. Surpassed four million headsets shipped since brand introduced in 2014.

PERSONAL: Sun emigrated from Taiwan in 1977, was chief engineer at **Alpha Microsystems** in Costa Mesa 1978 to 1982. Lively, unconventional operations man. Tu's family fled China for Taiwan in 1949. Avid golfer. Electrical engineering degree from **Tatung Institute of Technology** in Taiwan. Married, two children. Son, **Donald**, heads Costa Mesa-based Association of Volleyball Players pro circuit. Tu sent to Germany as kid to live with uncle who owned Chinese restaurant. Admits he "doesn't like to study," expelled from several high schools. Came to U.S. in 1972. Electrical engineering degree from **Technische Hochschule Darmstadt** in Germany. **University of California-Irvine** cancer diagnostic center named for him, friend **Tom Yuen**, co-founder, AST Research. Funny, soft-spoken public face of company. Loves Elvis. Heads JT and California Dreamin' Band. Plays drums. Collects cars. Investor in Yuen's stem cell startup **PrimeGen Biotech**.

—Chris Casacchia

PETER UEBERROTH

Chairman, Managing Director
Contrarian Group Inc.
Newport Beach
Born in Evanston, Ill.
Age: 80
Lives in Laguna Beach

WHY: Head of investment firm specializing in hospitality, travel industries. Former Major League Baseball commissioner, U.S. Olympic Committee chairman, raised \$600 million as head of **Rebuild LA**.

HOW: Received athletic scholarship from **San Jose State University**, where got business degree. Played water polo at school, competed in 1956 U.S. Olympic trials. Married after college, moved to Hawaii, started travel industry career, founding **First Travel Corp.** in 1962.

Built it to second-largest travel business in North America, sold it in 1980. Founded Contrarian in 1989. Took big pay cut to be organizer of 1984 Los Angeles Olympics. First privately financed games ended with \$238 million surplus. MLB commissioner 1984 to 1989. Oversaw Rebuild LA after 1992 riots, ranks his work there as “No.1 accomplishment. We gave people hope, something else to talk about besides devastation and destruction.” Orchestrated 1999 acquisition of resort operator **Pebble Beach Co.** with **Clint Eastwood**.

RECENT: Won NCAA’s highest honor, Theodore Roosevelt Award, in 2016, 2017 L.A. Sports Council lifetime achievement. Pebble Resort undergoing redo, 454 rooms being renovated in run-up to two golf events to be hosted on the property—the 2018 U.S. Amateur, 2019 U.S. Open championships. Safe assumption he counseled Casey Wasserman in winning L.A. 2028 Summer Olympics bid. He goes back generations with Casey’s Grandpa Lew, legendary Hollywood studio mogul.

Took 20 years, but county awarded **Dana Point Harbor Partners** the contract—including Peter’s son **Joe’s Bellwether Financial Group**, which designs and redevelops marinas—for \$300 million Dana Point Harbor redevelopment.

Among new Contrarian investments a 20% stake in **Adroit Worldwide Media Inc.**, which uses artificial intelligence to let companies like **PepsiCo Inc.** get real-time, inventory updates, send brand messages to customers. Contrarian’s other recent investments include **CT Realty**,

Payoff, **PrimeSport Holdings**, which sells tickets, suites, hospitality packages to events, such as Final Four, tennis Grand Slams. It’s second-largest shareholder of **Century Golf Partners** in Texas, which manages 160 U.S. golf courses, resorts, private clubs. Investor in **Marrone Bio Innovations**, **Sauce Labs**.

PERSONAL: Named 1984 Time Magazine Man of the Year. Received Olympics Order in gold, highest award from International Olympic Committee, John Wooden Global Leadership Award from Anderson School of Management at the **University of California-Los Angeles**. Author of best-seller “Made in America.” Chairman, U.S. Olympic Committee 2004 to 2008. With wife, **Ginny**, founded **Ueberroth Family Foundation** in 1984, which daughter **Vicki Ueberroth Booth** runs as president. Part of founding group of Sage Hill School in Newport Beach. Honorary degrees from at least 11 schools.

—Pete Weitzner

GRANT VAN CLEVE

President

Tech Coast Angels Orange County
Irvine

Born in Oxford, Ohio, raised in Los Alamitos
Age: 48

Lives in Newport Beach

WHY: Past president, OC chapter of America’s “most influential” angel investing group, focusing more on portfolio companies, including CEO at e-commerce software developer Buy It Installed Inc. Former ed-tech exec, commercial developer **Hicham Semaan** started two-year stint as TCA-OC boss in February.

Van Cleve remains vice chairman overall of TCA, which is five Southern California chapters. In 20 years, TCA invested nearly \$200 million in 340 companies, attracting \$2 billion in follow-on financing, including grand slam in Pasadena-based **Green Dot Corp.**, (NYSE: GDOT) today valued at \$3.2 billion-plus.

He’s participated in 59 venture deals, board of advisers of 19 firms. Pre-TCA created **The Vista Group** in Albania to build residential communities in Eastern Europe. **VCIinvest** provides entrepreneurial training, microcredit to impoverished communities of Africa, South America, Asia. Handles legal side joint ventures here—urban infill development projects.

HOW: Describes journey as “atypical.” Raised in OC’s homebuilding world. Got “top-tier training” at Wharton School at **University of Pennsylvania**. Spent almost 20 years rebuilding “spiritual and commercial foundations” of post-communist Eastern Europe by “planting churches and planting businesses.” Pivoted from nonprofit work to consulting and eventually commercial business. Returned to U.S. in 2010. Tapped



resources from real estate investments to invest in OC startups. “Breadth and depth” of deals led to invitation to head OC chapter of angel investing group in 2015. Still developing infill projects in Old Towne Orange, Tirana, Albania.

RECENT: After **Todd Banhid** reached out to Van Cleve on LinkedIn in 2015, “what I tell investors not to do if not ready,” the investor put seed capital into software developer’s company, then went to TCA and raised \$6M.

Product is “geek squad” button, an add-on to merchants’ e-commerce sites. Went live “again” last month after going dark to get ready, Van Cleve hopes to do business with retailers as large as **The Home Depot** and **Lowe’s**. “This company is going to go straight to \$100 million in revenue,” he said. Ramped up from 15 to 70 employees at Buy It Installed HQ at UCI Research Park. “Likely to be an OC unicorn.”

PERSONAL: Master’s in intercultural studies from **Fuller Theological Seminary** in Pasadena. Met wife, **Carina**, native of Sweden, in Albania. Son, two daughters, all born in Sweden. Active in leadership at **Grace Fellowship Church** in Costa Mesa and homeowner’s association. Member, Wharton SoCal Club, **Barnabas Group**, **Angel Capital Association**. Expert-in-Residence at **Applied Innovation**, **University of California-Irvine’s** innovation institute.

—Pete Weitzner

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FRAMROZE “FRAM” VIRJEE

*President
California State University-Fullerton
Born in London, England
Age: 57
Lives in Fullerton at El Dorado Ranch, former home of C. Stanley Chapman Sr., donated to California State University system*



WHY: California State University-Fullerton is largest CSU system institution, with over 40,000 students, operating budget of nearly \$500 million. Virjee oversees operations and its more than 4,000 educators.

HOW: Spent 30 years at Los Angeles office of **O'Melveny & Myers LLP**, one of oldest law firms in U.S., specializing in labor and employment law. Left retirement in 2014 to join **California State University** as executive vice chancellor, general counsel, secretary to CSU system board. Also served as chief legal officer to trustee, advising them on legal issues, including rules, procedures, education code compliance.

RECENT: Appointed president of CSUF in January, replacing **Mildred García**, who left to head **American Assn. of State Colleges and Universities** in Washington, D.C. His contract runs through June 2019; search for permanent president not begun. Virjee plans to continue momentum García started of increasing graduation rates, campus diversity, boosting financial support from alumni, business community. CSUF has launched its first “comprehensive capital campaign,” announced at \$175 million.

PERSONAL: First-generation college student, received J.D. from **University of California-Hastings College of Law**, bachelor's in political science, sociology from **University of California-Santa Barbara**. With wife, **Julie**, founded **Yambi Rwanda** nonprofit that offers support, services to Rwandans. Three sons, one grandchild.

—Subrina Hudson

WILLIAM W. WANG

*Founder, Chief Executive
Vizio Inc.
Irvine
Born in Taipei, Taiwan
Age: 54
Lives in Newport Beach*



WHY: TV titan battles **Samsung** for top U.S. market share, leader in 4K ultra-HD TVs. Top sound bar seller. Among top private OC-based companies with \$3.5 billion estimated annual sales. Moved Vizio into national spotlight with big endorsement deals, sports sponsorships. Expanded offerings into speakers, sound bars, tablets, home theater systems. Employs about 450, 200 of them at Spectrum headquarters.

HOW: Started Vizio in 2002. Designs, markets TVs, other electronics. Sets made in China, Taiwan, Mexico by Taiwan-based Vizio investor **AmTran Technology**, others. Forged close partnerships with retailers, suppliers, original design manufacturers. Used similar model in 1990s at prior companies—monitor sellers **Mag InnoVision**, **Princeton Digital**. Both took off early, ended poorly. Started **Mag InnoVision** at 26 with \$350,000 from family, friends, Asian investor. Taiwan-based monitors maker **Mag Technology** bought it in 1998.

RECENT: Filed two lawsuits against **LeEco**, contending Chinese conglomerate made false financial statements, claims in run-up to its proposed \$2 billion acquisition, which collapsed last year. Vizio seeking \$110 million in damages, legal fees, other relief. Added Google Play Movies & TV to its product line, allowing users to access tens of thousands of new movies, next-day TV shows.

PERSONAL: Board member at **Segerstrom Center**; Viterbi School of Engineering Board of Councilors, President's Leadership Council at alma mater **University of Southern California**, where earned bachelor's in electrical engineering; **Committee of 100** group of distinguished Chinese-Americans. Likes golf, other sports, reading, movies and of course TV. Moved to Hawaii at 12, California at 14. Big on design, innovation, user-friendliness. Among survivors of 2000 **Singapore Airlines** crash that killed about half of passengers. Wife, **Sakura**; daughter.

—Chris Casacchia

H. LAWRENCE “LARRY” WEBB

*Chairman, Chief Executive
The New Home Co.
Aliso Viejo
Born in Jacksonville, Fla.
Age: 70
Lives in Newport Coast*



WHY: Longtime homebuilding exec most active OC builder, been among area's largest luxury homes builders past few years.

HOW: 30 years' homebuilding experience. Led John Laing Homes from 1995 to 2008, grew Irvine-based company into second-largest private U.S. homebuilder. Sold it in 2006 to Dubai-based **Emaar Properties** for nearly \$1.1 billion, largest private residential transaction in U.S. history. Left company in 2008, founded **New Home Co.** in 2009 with former John Laing, **Irvine Co.** executives. Took it

public in 2014, raising \$86 million. Company valued at about \$230 million.

RECENT: By home count, **New Home Co.** largest OC builder and in county's busiest homebuilding location—Irvine Ranch—through projects marketed under its name and fee-building business it provides to in-house Irvine Co. building arm **Irvine Pacific**. Plenty of luxury offerings to its name; latest project in Orange, **Marywood Hills** opened last month, some homes topping \$2 million. Now diversifying into more affordable offerings, particularly in Inland Empire, where it's master developer for 275-acre **Bedford** project in Corona.

PERSONAL: Bachelor's in history, **State University of New York** at Cortland, master's in city, regional planning, **Harvard University**. Before John Laing ran OC divisions of builders **Kaufman & Broad** and **Greystone Homes**. Has served on boards of **HomeAid America**, **Interval House**. Daughters, **Laura** and **Emily**. Recently married **New Home** Chief Marketing Officer **Joan Webb**.

—Mark Mueller

MARK WETTERAU

*Chairman, Chief Executive
Golden State Foods Corp.
Irvine
Chairman, Chief Executive
Wetterau Associates LLC
St. Louis
Born in St. Louis
Age: 59
Lives in Laguna Niguel*



WHY: Heads OC's third-largest private company, which services 125,000 restaurants in about 60 countries.

HOW: Bachelor's in business, **Westminster College**.

Started career at St. Louis-based **Wetterau Inc.**, a \$6 billion food firm founded by his grandfather. Appointed **Shop 'n Save** chief executive in 1987, tripled sales in two years to \$650 million. Returned to **Wetterau Inc.** in 1990 as president, added COO role year later, sold to **SuperValu Stores Inc.** year later for \$1.1 billion. His **Wetterau Associates LLC** buys, runs manufacturing, distribution, retail businesses. Bought minority stake in **GSF** 1998; bought majority partner **Yucaipa Cos.**, named chairman, chief executive in 2004.

RECENT: Annual revenue \$6.1 billion and growing for go-to **McDonald's Corp.** foodstuffs shipper; also makes sauces, processes meat for **Golden Arches**. Named ex-**Pepsico** executive to head \$1.1 billion **GSF Quality Custom Distribution Services Inc.** unit, which delivers products to **Starbucks**, **Wendy's**, **Chick-fil-A**.

PERSONAL: Wife, **Ginny**; three kids, two grandkids. Enjoys snow, water skiing. Builds replica classic cars with brother **Conrad**; loves “all things fast.” **GSF Foundation** has raised \$40 million, backed 600 charities since 2002 launch. Has served charitable boards, including **Second Harvest Food Bank**, several in St. Louis, elsewhere in U.S.

—Paul Hughes

MATTHEW R. ZAIST

*President, Chief Executive
William Lyon Homes
Newport Beach
Born in Fort Pierce, Fla.
Age: 43
Lives in South Orange County*



WHY: Heads operations of one of West Coast's largest homebuilders, which has been on big expansion push past five years with about \$1.1 billion market value, up nearly a third over past year.

HOW: Joined **William Lyon Homes** in 2000, iconic real estate firm that's built tens of thousands of homes in 60-year history. Prior roles as project manager, director of land acquisition for Southern California operations, head of business development. Served as EVP, oversaw restructuring, 2011 recapitalization of then privately held company stemming from Great Recession. Named president, COO in 2013 when company went public, promoted to co-CEO role in mid-2015 alongside **William H. Lyon**. Named to current role in 2016, while Lyon, son of chairman emeritus **Gen. William Lyon**, became executive chairman and board chairman.

RECENT: Local acquisition boosted company's national reach, and its land base for more affordable homes. Completed \$460 million buy in March of fellow Newport Beach-based builder **RSI Communities**, which focuses on more affordable, entry-level homes. **RSI**, founded by OC entrepreneur **Ron Simon**, has more than 11,000 home lots, primarily in Texas, Inland Empire, where Lyon has sold much of its California homes. Deal marks **William Lyon's** entree into Texas homebuilding market, boosts land holdings to 28,500 home lots owned or controlled. The **RSI Communities** buy largest since it paid \$520 million in 2014 for **Polygon Northwest Co. LLC**, Bellevue, Wash.-based builder that gave it presence in Pacific Northwest.

PERSONAL: Member executive committee of **University of Southern California's** Lusk Center for Real Estate. Before joined **William Lyon Homes**, was principal with **American Management Systems**. Holds bachelor's from **Rensselaer Polytechnic Institute** in Troy, N.Y.

—Mark Mueller



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Carpenter

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companies cut back on are advisory expenses.”

Everyone who knows Carpenter has no doubt he’s made it. He’s advised hundreds of bank startups, such as Irvine-based **First Foundation Inc.**, and made handsome returns on bank investments. He’s also actively involved in opening banks in Orange, Los Angeles and San Diego counties. Carpenter is once again on the Business Journal’s annual list of the 50 most influential business-people in Orange County (see Special Report, page 5).

Nowadays, the 73 year old said he has no plans to retire and sees fintech startups shaking the banking world.

“Very large companies backed by venture capital funds all over the country are getting into financial technologies,” he said. “Many of those fintech companies would like to be a bank, either to give them nationwide lending capabilities or to access deposits or payment systems.

“We are working with a significant number of these companies to become banks.”

Surf City Boy

Carpenter was raised in Southern California, taking up surfing, cruising the Huntington Beach pier, and he still surfs. He received a bachelor’s degree in business administration from **Loyola University-Los Angeles**, where he’s a trustee today, and an MBA from **California State University-Long Beach**.

“When I left college, I said there were three kinds of companies I wouldn’t work for—insurance, utilities and banks. I thought they were old and stodgy, not entrepreneurial.”

Thus, he went to work for the old AT&T, which though a phone company, was a lot like a utility in those monopolistic days. After a recruiter convinced him about Security Pacific National Bank, then the nation’s seventh-biggest commercial bank, Carpenter began his career by specializing in strategic planning and branch expansion.

In a few years, he struck out on his own, setting up shop in his garage “with an old coffee table and a really old calculator and a slide rule.”

He started out by visiting small banks he’d previously advised on planning and financial statements.

He estimates he’s advised about 500 banks and 200 savings and loans on starting up, or more than five times as many banks as anyone else in the country. At one point between 1975 and 1992, he advised 55 of the 60 industrial banks that started in the U.S. during the period.

“We’ve pretty well established ourselves in a very small pond in the licensing and capitalization of startup banks,” he said.

Carpenter’s website features a “new bank program” to provide a framework for identifying market need, creating a strategic plan,

building a team, drafting regulatory applications, and raising capital.

In fact, he said he sees great opportunities in OC, where he’s involved in opening two banks this year (see “OC Banks” story, this page).

Regulatory Know-How

As the owner of a service company, Carpenter sought a revenue stream to bridge recessions. During the early 1980s recession, he did “workouts” to help banks in trouble and thereby entered regulators’ radar. When the savings and loans crisis hit late in the decade, his firm became the country’s second-largest asset-liquidation contractor.

“Around 500 savings and loans failed in the country,” he said. “We disposed of billions of dollars of loans and assets. That bridged a gap for the company during the recession.”

His knowledge of regulations has led him to serve on numerous federal and state banking committees, including as chairman of the California Financial Task Force to Review and Revise Bank Regulation. His team at Carpenter & Co. includes Vice Chairman **Howard Gould**, who twice served as California’s chief banking regulator and now oversees the fund’s portfolio management. Many of his employees have been with the firm at least 25 years, including President **John D. Flemming** and Executive Vice President **James B. Jones**.

In 2007, the firm observed bank stocks trading at all-time highs and growing too quickly, which he believed could lead to problems and opportunities.

“We decided to raise some equity to rescue troubled banks,” Carpenter recalled. “We felt there would be enough of a market to make bank investments at reasonable prices. We didn’t know a full-blown recession was going to happen. We weren’t that good.”

His Carpenter Community BancFund raised \$280 million with the idea of providing institutional investors a method to invest in community banks, whose market caps are typically too small for big investors. He also structured the fund as a bank holding company so it could actively manage banks and hold big positions, giving it a leg up on other private equity funds that were limited in bank ownership.

His strategy is to invest in banks known in their geographies, but that are “underachieving.” The fund invested \$39 million in San Jose-based **Bridge Bank** by 2010; it exited the investment in 2015 with gross proceeds of \$144 million. Carpenter’s sale of Bridge “was one of the best returns on an investment that bankers have ever seen,” according to **Pacific Mercantile Bancorp** Chief Executive **Tom Vertin**.

Carpenter invested \$45 million in **Pacific Mercantile Bank** (Nasdaq: PMBC) and brought in Vertin, a veteran Silicon Valley banker. Carpenter’s fund owns 32% of the bank, and is currently worth an estimated \$70 million.



Enthusiasm: for an industry he once turned his nose up at, and for people in war-torn countries

Why Ed Carpenter Goes to War

When **Ed Carpenter** looks at the photos of the victims of war on his office wall, he becomes animated in describing their poverty, misfortune and hopes.

“This picture here is the survivors of the Bosnia-Herzegovina war. You notice very few girls. All the women were killed,” he said in a low voice.

It’s a deeply personal cause for Carpenter, who’s visited war zones and seen the devastation firsthand. The visits have given him a better perspective on doing business in the U.S., and he said he doesn’t get upset by the smaller things in life.

He was one of the first to become involved in the **International Medical Corps**, a Los Angeles-based nonprofit group launched in 1984 to help communities torn apart by war or disasters in places like Syria, Haiti, Yemen and South Sudan.

Robert Simon, who at the time was an emergency room doctor at UCLA Medical Center, started the organization by providing services in Afghanistan in the 1980s following the Soviet invasion.

“The guy who founded this is a real hero,” said Carpenter, who’s been on its board since 1995.

The group’s leadership council includes many heavyweights in financial and Hollywood circles, including famed director **J.J. Abrams**, **Payden & Rygel Investment** Chief Executive **Joan Payden**, **Kleiner Perkins Caufield & Byers** founding partner **Brook Byers**, and **Pritzker Group** Managing Partner **Anthony Pritzker**.

The group has helped tens of millions of people in over 75 countries, delivering emergency relief and training valued at more than \$2.5 billion. In 2016, it provided 4.4 million medical consultations, administered 3.8 million vaccinations, and supported 1,854 healthcare facilities, according to its annual report.

“This is one thing that is really important to me,” Carpenter said. “This little three-person organization became 7,000 people. We’ve grown it to the largest provider of medical relief for war zones in the world.”

— Peter J. Brennan

Other successful investments include Heritage Oaks Bancorp and Plaza Bancorp, both of which were bought last year for premiums by Irvine-based **Pacific Premier Bancorp**.

The New, New Thing

Nowadays, investors are searching for ways to capitalize on cannabis and blockchain finance.

Carpenter is most focused on the fintech firms that may need banking licenses due to it being his area of expertise.

While Silicon Valley and New York are the best known in the fintech field, Carpenter said OC also has a shot, particularly in healthcare services because those companies are providing financial services, such as collecting premiums and deposits. He said he couldn’t discuss the companies he’s working with.

“The question is will the disruptors be fintech or the banks themselves? I think the banks will be the greatest disruptors because they have more capability to move forward. They have more access to capital.” ■

OC Banks Lack Competition?

Orange County is “absolutely not competitive” in banking, according to **Ed Carpenter**.

At first blush, that’s hard to believe. The Business Journal’s most recent list shows 44 banks with at least \$200 million in deposits operating here.

Carpenter countered that the number of community banks in OC has fallen from 46 in 1985 to 13 today due to banking crises and subsequent consolidations.

“During that period, the number of people and businesses have doubled” here, he said. “The number of local banks has never

been lower.”

This year, Carpenter advised Santa Ana-based **Infinity Bank**, the newest in the county. He said he’s working with another OC bank, which will be announced this year.

Some have suggested the banking business is being commoditized, with little difference among loans. If an executive wants a large loan with a low interest rate, he or she should visit a bank branch inside a supermarket. The executive just runs the risk of a large bank that doesn’t provide personalized service. Carpenter said his banks take a different ap-

proach.

“We don’t compete on price,” Carpenter said. “We compete on service, staying with our customers and having a mutual relationship through good times and bad.”

OC banks’ services aren’t as sophisticated as they could be, he said. Carpenter has heard OC bankers say there’s fierce competition to provide loans, which he said isn’t actually the case.

“Everybody has always complained about their competition,” he said. “I’ve been hearing that for 40 years. Everybody is discomfited by their competitors.”

The state’s banking system has an oddity wherein, for an unknown reason, the cost of deposits is historically 50 basis points below the rest of the U.S., Carpenter said. When the low deposit cost is combined with the same loan rates offered elsewhere, banks can make more money here, he said. Add OC’s demographics, such as its relatively high income—“That’s why people want to be here,” he said.

“Orange County is one of the most attractive places to be in the banking business in the country.”

— Peter J. Brennan