AN ORANGE COUNTY BUSINESS JOURNAL SPECIAL REPORT

25 Years of OC

2018

OUR ANNUAL INVENTORY OF INFLUENCE

PROFILES START ON PAGE 8

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Eighteen percent of high school students have considered suicide this past year. CHOC.org/mentalhealth

THE INAUGURAL CLASS OF ’93

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Maschoff Brennan
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’s & 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

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 replacement surgery. Opened 13 additional 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

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’ JD Martinez, five years, $110 million; Nationals’ Max Scherzer, seven-

RECENT: Twinned drafted client, Royce Lewis, No. 1; six other clients taken in first round; retired client Ivan “Pudge” Rodriguez elected to Hall of Fame. Forbes puts contracts at $19.1 billion, down from $2.2 billion; 2017-agent commissions through September $108 million, compared over next several years. Boras Classic high school tournament—elite “coaching, clinics, completion,” company said—expanded to Arizona last year; 16 teams apace in NorCal, SoCal, Arizona events, the last drawing from five states. SoCal champ Jetera was scheduled to play No. 1 champ Bellarine Prep on May 5.


— Paul Hughes

WHY: Age: 85

HOW:

WHY: Born in Detroit

WHY: Born in Sacramento

WHY: Born in Kansas City, Mo.

HOW: 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 Ivan “Pudge” Rodriguez.

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 Ivan “Pudge” Rodriguez.

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

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WHY: Majestic customer relationships—Boxelder has grown from 12 employees in 1986 to 225 today in 11 regional locations.


HOW: Founded Mission Viejo Co. with O’Neill-Mosio 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.

WHY: County’s dominant landowner, landlord, with estimated 120 million total square feet in companywide portfolio, including more than 500 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.


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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 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.
PERSONAL: Makes time to annually visit Paris. Hobbies include puzzles, reading, including bench press. 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 Banc and Fund
Irvine
Born in Salt, 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 in 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 Verrin.
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 CRIBE
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, 1,600-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.
— 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-Philipp, 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 Hospital. 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, University of California-Los Angeles. Former head, 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, consumers products divisions, including stints as SVP commercial strategy, VP Disney’s Animal Kingdom, VP Adventures by Disney in technology, merchandising, marketing. Enjoys playing basketball, snowboarding, traveling, spending time with family. Married, two teenage children.

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 national and specialty foods. Moved up ranks, becoming president, CEO 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 Dayton SMB 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 entrepreneurship.
MANY IMAGINE SUCCESS. TITANS CREATE IT.

Animation’s competitive arena demands confident, creative artists who captivate a global audience. Cal State Fullerton arts alumna Farnaz Esnaashari-Charmatz influences a generation as the creator and executive producer of “Shimmer and Shine” on Nickelodeon. CSUF’s innovative, career-driven animation program builds Titans in the industry.

TITANS REACH HIGHER

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MIGUEL GONZALEZ REYNOSO
Co-President
Northgate Gonzalez; LLC
Anaheim
Born in Jalisco, Mexico
Age: 47
Lives in La Mirada
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.

Subrina Hudson

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 Fed vice chair nominee 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.”

Subrina Hudson

Liam K. Griffin
President, Chief Executive
Skewworks 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.
RECENT: Woburn, Mass., official headquarters, though corporate influence has swung to OC following Griffin’s ascension to top post. Skewworks 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 cook 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

HOWARD GILLMAN
Chairman
University of California-Irvine
Born in Los Angeles
Age: 56
Lives in University Hills, Irvine in Tienmu 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 Sur 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 $430 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 Samueli 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.

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Chris Casacchia
EMILE K. HADDAD
Chief Executive, President
FivePoint Communities Inc.
Aliso Viejo
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 are being used for residential, commercial development. Irvine site entitled for nearly 9,500 homes; about half have been sold to builders, homeowners. 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 fiancee, now wife, Dina. Daughter, son.

—Mark Mueller

DAN IVASCYN
Chief Investment Officer
Pacific Investment Management Co.
Newport Beach
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 exec. 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 Dauphines. 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.

“I feel very fortunate with First Republic— they make banking an enjoyable process.”

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,” IVsyanov said. Former boss describes him as “a beast” of a worker who would spend weekends studying prospectuses. Enjoyes Boston’s major sports teams, as does his wife, who owns the French wine, antiques, 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 telecommunication 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 SRA 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 new network upgrades, paving way toward 5G. Mobilitie handling primarily deployment of small base stations, installing equipment that can handle next-gen wireless, broadband traffic in congested areas. Has faced resistance from some locals 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.
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 OC50er 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 D.R. Horton

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


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.

—Medha DiMartino

STEVE JONES
Chief Executive
Allied Universal

Born in Orange County
Age: 49
Lives in Costa 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
Maximo 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 Maximo public nine years ago in offering raising $213 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, tele presence 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 Moreno, 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 veteran program. Was assistant professor in surgery department at Indiana University. Pioneer of sorts in
about 900 employees here, over 29,000 in 45 countries. Serves customers in over 160 countries. Closed $6 billion sale in services. OC's 14th-largest foreign-owned company, with strong business in mobility, cloud, commerce supply chain services.


—Sherry Hisieh

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 Merage 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 Merage 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.

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 800-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. Richards “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.”

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 65 countries. Serves customers in over 160 countries. Closed $6 billion sale in

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ARTURO “ARTE” R. MORENO  
Owner  
Angels Baseball LP  
Anaheim  
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 payroll $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 of May at $1.24 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 $17 million. Recent upgrades include 14 new LED displays, outfield videoboards, sound system with 300 speakers, 30 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.  
—Chris Caiaucchia

MICHAEL S. MORAIME  
Co-Founder, Chief Executive  
Blizzard Entertainment Inc.  
Irvine  
Age: 57  
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.  
RECENT: Debuted Blizzard Arena Los Angeles at Burbank Studios, home to Overwatch League, first person shooter “Overwatch,” a $1 billion business. League features 12 franchises, which were sold for an estimated $20 million each, and several notable supers, including HP, Intel, Toyota, T-Mobile, Sour Patch Kids candy. Launched Heroes Global Championship esports league based on free-to-play online browser “Heroes of the Storm.”  
—Chris Caiaucchia

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.  
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 sells 36% of products sold, manages $1.3 trillion in assets.  
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.  
RECENT: One of 10 children of immigrant parents, joined OC 50s Segerstrom Argyros community in Los Angeles Island Medal of Honor in May, celebrating career, service to country. Musco’s feting in Costa Mesa accompanied by Pacific Symphony Orchestra concert.  
—Peter Wetzner

MICHAEL MUSSALLEM  
Chairman, Chief Executive  
Edwards Lifesciences Corp.  
Irvine  
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. First company to market 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 Centra transcatheter aortic valve replacement device; has begun U.S. trials.  
RECENT: Continued focus on structural heart, critical care products, transcatheter valve therapies. Early-stage 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 Centra transcatheter aortic valve replacement device; has begun U.S. trials.  
PERSONAL: Senior executive with 30 years’ experience in cardiovascular medicine and development of medical devices.  
—Peter Wetzner

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.  
PERSONAL: Founder, 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

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—Sherry Hsieh

IGOR M. OLENICOFF
Owner, President, Founder
Olen Properties Corp.
Newport Beach
Born at 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 Poinette 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.” 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 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.
Alto Via
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 Veetrion International in December for $1.30 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 been the annual Super Bowl bash. Known by many as Jimmy P. Friendly, sunny outlook. Wife, Sheila. Six children, eight grandchildren.

—Chris Casacchia

SANDRA “SANDY” SEGERSTROM DANIELS
Managing Partner
South Coast Plaza, C.J. Segerstrom & Sons, HTS Management
Costa Mesa
Age: 60
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.


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 Samueis 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 Anaheim Ducks’ top executive."

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 the Arts, PBS SoCal, Discovery Science Center. Tarbut V’Torah Day School, Orangewood Foundation. Ocean Institute. Jewish Federation of OC. Shoah Foundation. University Synagogue. Parents, Aaron and Sala, were Holocaust survivors from Poland who met after the 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
Age: 52
Born in Orange
Lives in Corona del Mar

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 Charpy. 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. Elisabeth and Henry married in 2000. She was involved in final design phases of Renee and Henry Segerstrom Concert Hall. Launched Elisabeth 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 eager...
Awardees: 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 “Love’sick/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 Alterys; 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 Moprew. Irvine database security provider Ciro 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. Also Veijo-based Quest chairman, CEO from 1997 till sale. Grew it to $800 million-plus in annual sales, upper ranks of OC software makers. Overseas 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, Angie’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. Give $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 chains do, cares for: image, quality of food, company, franchisees. 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
Age: 67
Living in Newport Coast

WHY: Brought National Football League back to OC after 22 years when Rams left in 1995 for St. Louis.
Howard led 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 $46.3 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: Started chargers end funded 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.

DAVID SUN
Chairman, Chief Executive, Founder
Alteryx Inc.
Irvine
Age: 61
Living in Irvine

WHY: Took analytics software maker public last year, first IPO in OC since Glantronics 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 20,000 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., Dum & Bradstreet.
RECENT: 2017 revenue $131.6 million, up 53%. Net $17.5 million loss, down from $24.3 million in 2016’s $24.6 million 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 $12.1 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 $10 million. Offering effectively converted Class B shares to Class A. Stoecker also buyer in 2017, Czech software maker Semantia in January, Brooklyn, NY-bred that 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.

PETER UEBERROTH
Chairman, Managing Director
Contrarian Group Inc.
Newport Beach
Born in Evanston, Ill.
Age: 80
Living 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.

DEAN STOECKER
Chairman, Chief Executive, Founder
Alteryx Inc.
Irvine
Born in Denver
Age: 61
Living in Irvine

WHY: Took analytics software maker public last year, first IPO in OC since Glantronics 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 20,000 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., Dum & Bradstreet.
RECENT: 2017 revenue $131.6 million, up 53%. Net $17.5 million loss, down from $24.3 million in 2016’s $24.6 million 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 $12.1 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 $10 million. Offering effectively converted Class B shares to Class A. Stoecker also buyer in 2017, Czech software maker Semantia in January, Brooklyn, NY-bred that 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 Canacchia

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%.

—Subrina Hudson


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


—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 e-commerce exec, commercial developer Rich Samena 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. VClavest provides entrepreneurial training, microcredit to impoverished communities of Africa, South America, Asia. Handles legal side joint ventures here—urban infill development projects.


RECENT: After Todd Bandy identified 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 in “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. Ramp up from 15 to 70 employees at Buy It Installed HQ at UCI Research Park. “Likely to be an OC unicorn.”


—Pete Weitzner

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OC 50
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FRAMROZE “FRAM” VIRJE
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 trustees, advising them on legal issues, including rules, procedures, education code compliance.

RECENT: Appointed president of CSUF in January, replacing Mildred Garcia, 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 Garcia started of increasing graduation rates, campus diversity, boosting and final 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.


RECENT: Filed two lawsuits against LG, 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 Segrestrom 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.


PERSONAL: 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 for 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.

—Mark Mueller

MARK WETTEREAU
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


RECENT: Annual revenue $6.1 billion and growing for go-to McDonald’s Corp. foodstuff 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.


PERSONAL: 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 entry into Texas homebuilding market, boosts land holdings to 28,500 home lots owned or controlled. The RSH Communities buy largest since it paid $250 million in 2014 for Polygon Northwest Co. LLC, Bellevue, Wash.-based builder that gave it presence in Pacific Northwest.

—Mark Mueller
Congratulations Chapman University

CBRE is proud to congratulate the Argyros School of Business and Economics at Chapman University for achieving their best ranking of “79th MBA in the Nation” by U.S. News and World Report.
Carpenter

companies cut back on are advisory expenses.’ Everyone who knows Carpenter has no doubt heard of his advised hundreds of bank startups, such as Irvine-based First Foundation Inc., and made handsome returns on their 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 businesspeople 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 boardwalk, and 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—inurance, 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 any- one else in the country. At one point between 1975 and 1992, he advised 55 of the 60 in- dustry 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 re- cruits. 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 sec- ond-largest asset-liquidation contractor.

Around 500 savings and loans failed in the country,” he said. “We disposed of bil- lions of dollars of loans and assets. That bridged a gap for the company during the re- cession.

His knowledge of regulations has led him to serve on numerous federal and state bank- ing 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 Califor- nia’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 Pres- ident 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 provid- ing 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 compa- ny 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 “underachiev- ing.” 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 fund also “was one of the best returns on an investment that bankers have ever seen,” according to Pacific Mercantile Bancorp Executive E- temator James B. Jones.

Carpenter is most focused on the fintech boom, and is currently worth an estimated $70 million.

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 Carpen- ter, 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 in- volved in the International Medical Corps, a Los Angeles-based nonprofit group launched in 1984 to help communi- ties 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 provid- ing services in Afghanistan in the 1980s following the Soviet invasion.

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.

Orange County is “absolutely not com- petitive” in banking, according to Ed Car- porter.

At first blush, that’s hard to believe. The Business Journal’s most recent list shows 44 banks with at least $20 million in de- posits operating here.

Carpenter countered that the number of community banks in OC has fallen from 46 in 1988 to 13 today due to banking crises and subsequent consolidations.

“During that period, the number of peo- ple who were doubled” here, he said. “The number of local banks has never been lower.”

This year, Carpenter advised Santa Ana- based Infinity Bank, the first in Orange 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 relation- ship 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 compe- tition 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 discom- forted 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 rela- tively 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.”

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— Peter J. Brennan

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

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, adminis- tered 3.8 million vaccinations, and sup- ported 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.”

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

“The question is will the disruptors be fin- tech 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.”

— Peter J. Brennan