

MARCH 2025

# BUSINESS

LA Times STUDIOS

## RAUL ANAYA

BANK OF AMERICA'S BUSINESS  
BANKING PRESIDENT TAKES ON  
A NEW ROLE - L.A.'S RECOVERY

ENTREPRENEURS HELPING  
TRANSFORM EL SEGUNDO INTO  
AN ENTERTAINMENT MECCA

THE TOP BANKS, CREDIT UNIONS  
AND MBA PROGRAMS IN SOUTHERN  
CALIFORNIA THIS YEAR

BANKING AND FINANCE VISIONARIES



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Hello readers, and welcome to the Business by LA Times Studios Magazine.

For 2025, we've updated and upgraded this publication, drawing from the most important need-to-know insights in Southern California and beyond, to create an encompassing and fascinating look at how businesses of all kinds shape themselves and our everyday lives.

In addition to adding new departments focusing on sectors like capital, innovation, entrepreneurship, AI and tech, and commercial real estate, we'll go beyond the quarterlies and charts to focus on the people creating them.


In this issue, we speak with Bank of America's newly appointed lead for wildfire recovery **Raul Anaya**. We'll also delve into **financial trends for 2025** and take a look at how the **city of El Segundo** is rapidly becoming a work/entertainment mecca. You'll also find the list of the region's top banks, credit unions and MBA programs.

And, of course, we will feature **2025's Banking and Finance Visionaries**. These major players in the financial sector are the reason Southern California holds its place as a banking powerhouse.

Finally, I'm excited to announce that the Business by LA Times Studios will now be a monthly publication – every 30 days you can expect more insights about the rapidly changing business world.

We will be promoting these stories online as well, and we invite you to follow us:

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# M&A Roundup



## This month's top deals from around Southern California



In the dynamic mergers & acquisitions environment of Southern California, companies expand, acquire others and reorganize themselves every day. Here are some of the biggest splashes companies have made since the beginning of 2025.

### **Huntington Beach-based KabanaSoft Acquired by New York-based Yext Inc. for \$20.3M**

KabanaSoft, a Huntington Beach-based software company doing business as Places Scout, was acquired by New York-based Yext Inc. for \$20.3 million on February 7. The company's search engine optimization software targets online business marketing and visibility reporting, such as brand audits, rank tracking, reputation monitoring, listing audits, competitive analysis and lead generation. KabanaSoft was founded in 2011.

"Bringing Places Scout's data into Yext immediately enhances our competitive intelligence capabilities, helping brands not just see where they stand but know exactly what steps to take to outperform their competition," said Michael Walrath, chief executive of Yext, in a statement.

Bidna & Keys served as legal advisor to Places Scout, and Wilson Sonsini Goodrich & Rosati served as legal advisor to Yext.

### **Encore Fire Protection Sold to Permira for \$1.8B**

Encore Fire Protection, a company backed by Los Angeles private equity firm Levine Leichtman Capital Partners, was sold to Permira, a London-based investment firm, for \$1.8 billion, including debt.

The company specializes in fire safety services such as inspection, installation and maintenance of fire alarms and equipment.

In January, Encore Fire Protection recently acquired Fireline Corp., a Mid-Atlantic provider of fire and life safety equipment.

Encore was founded in 1983 and primarily works with businesses from Virginia to Northern Maine. Commercial customers include commercial real estate, education, healthcare, hospitals and apartment buildings, among others.

*[Continues on page 61]*

# A Vision for a Stronger California

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# Revolve Group, Inc. Reports Strong Fourth Quarter

The fashion retailer showed strong YoY growth, plans retail location in The Grove in 2025

R

evolve Group, Inc. (NYSE: RVLV), a leading next-generation fashion retailer catering to Millennial and Generation Z consumers, announced

impressive financial results for the fourth quarter and full year ended December 31, 2024. The company demonstrated strong growth, with substantial year-over-year increases in revenue, net income and adjusted EBITDA.

In addition, its limited-time Revolve retail location at Los Angeles' The Grove will transition into a permanent space. Spanning 8,450 square feet, the two-story store will feature a handpicked collection of customer-favorite Revolve brands, a curated selection from FWRD and exclusive vintage and rare handbags from FWRD Renew.

Financial Performance Highlights

"We finished the year with an outstanding fourth quarter, highlighted by double-digit top-line growth year-over-year and a more than

doubling of net income and adjusted EBITDA year-over-year," said co-founder and co-CEO Mike Karanikolas. "Notably, our business was strong across the board, with net sales increasing at a double-digit rate across Revolve, FWRD, domestic and international markets."

Co-founder and co-CEO Michael Mente added, "Our team performed exceptionally well this year, optimizing marketing and logistics, reducing return rates, enhancing merchandising and product assortment, and improving site navigation for better product discovery. Importantly, we achieved these strong financial results while continuing to invest in strategic initiatives such as expanding our owned brands, integrating AI technology and exploring physical retail expansion."

Fourth Quarter 2024 Financial Summary

- **Net Sales:** \$293.7 million (14% YoY growth)
- **Gross Profit:** \$154.3 million (15% YoY growth)
- **Gross Margin:** 52.5% (up from 52.0% in Q4 2023)
- **Net Income:** \$11.8 million (237% YoY increase)
- **Adjusted EBITDA:** \$18.3 million (114% YoY increase)
- **Operating Cash Flow:** \$3.9 million (compared to -\$3.9 million in Q4 2023)
- **Free Cash Flow:** \$1.8 million (compared to -\$5.0 million in Q4 2023)

Operational Metrics

- **Active Customers:** 2.67 million (5% YoY increase)

- **Total Orders Placed:** 2.17 million (7% YoY increase)
- **Average Order Value (AOV):** \$301 (slightly down 1% from \$303 in Q4 2023)

Key Business Insights and Trends

- Revolve Group's fourth-quarter performance was driven by double-digit sales growth across all segments and geographies.
- **REVOLVE Segment Sales:** \$252.0 million (15% YoY increase)
- **FWRD Segment Sales:** \$41.8 million (11% YoY increase)
- **Domestic Sales:** \$236.6 million (11% YoY increase)
- **International Sales:** \$57.1 million (29% YoY increase)

The company also realized notable cost efficiencies, particularly in marketing, fulfillment, and selling and distribution expenses. These efficiencies, combined with gross margin expansion and strong revenue growth, resulted in a significant boost in net income and adjusted EBITDA.

2025 Business Outlook

Looking ahead, Revolve Group expects continued profitability and strategic investments to drive growth.

Full-Year 2025 Guidance

- **Gross Margin:** 52.4% to 52.9%
- **Fulfillment Expenses:** 3.0% to 3.2% of net sales
- **Selling & Distribution Expenses:** 17.0% to 17.2% of net sales
- **Marketing Expenses:** 14.9% to 15.1% of net sales
- **General & Administrative Expenses:** \$155 million to \$158 million
- **Effective Tax Rate:** 24% to 26%

Q1 2025 Guidance

- **Gross Margin:** 52.2% to 52.7%
- **Fulfillment Expenses:** 3.2% of net sales
- **Selling & Distribution Expenses:** 17.4% of net sales
- **Marketing Expenses:** 14.9% of net sales
- **General & Administrative Expenses:** \$39.5 million

**Continued Momentum in Early 2025** During the first seven weeks of 2025 (January 1 - February 18), Revolve Group reported net sales growth in the high single digits year-over-year, signaling strong momentum heading into the new year. █



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# Predictions Point to a Gangbuster Year for M&A Deals – Attorneys Say It's More Complicated Than That

Surging private equity capital and easing interest rates point to strong M&A activity in 2025, but warn that dealmakers face a complex mix of regulatory changes

Despite expectations of a more permissive approach to mergers and acquisitions under new leadership at key regulatory agencies, dealmaking activity in 2025 will be shaped by multiple factors beyond regulatory shifts, according to legal experts.

Changes at the Federal Trade Commission and Department of Justice have sparked optimism about potential easing of regulatory pressures, and banks including JP Morgan and Morgan Stanley have predicted an uptick in deals following a muted 2024.

"The general sentiment is that the regulatory climate and economic conditions, including strong capital markets and high levels of private equity 'dry powder' in 2025 will support a sustained increase in M&A," said Sonia

K. Nijjar, a partner in Skadden's mergers and acquisitions practice based in Palo Alto.

Jamie Leigh, chair of Cooley LLP's global mergers and acquisitions group in San Francisco, said her team was "definitely gearing up and excited for a higher volume deal year."

There was plenty of talk that the SPAC, or Special Purpose Acquisition Company, was back and there were "some good reverse-merger candidates on the market," Leigh said. However, she added that the rush of artificial intelligence company acquisitions and acqui-hires, the acquisition of companies with the primary aim of gaining access to personnel, was likely over.

## The Role of Regulation

The appointment of Andrew Ferguson as FTC chairman and nomination of Gail Slater to lead the DOJ marks a shift from their predecessors. Slater's appointment is still subject to Senate confirmation. Ferguson's predecessor, Lina Khan, and the previous Assistant Attorney General for the Antitrust Division, Jonathan Kanter, had faced criticism from the business community for their interventionist approach.

"In recent years, M&A transactions have faced a heightened level of regulatory scrutiny, making them more challenging to

complete and often extending the timeline from signing to closing," Nijjar explained.

However, D. Daniel Sokol, a business and law professor at the University of Southern California, argues that enforcement activity under the Biden administration was consistent with prior administrations. "In spite of the narrative, antitrust enforcement has been significant in prior administrations," he noted.

While added scrutiny has influenced dealmaking, other factors play crucial roles.

"I think we over rotate a little bit on the dampening effect of regulatory oversight," Leigh observed. While regulators "obviously did play a large part in how buyers prioritized targets and ultimately, whether a buyer wanted to sign up to a fight with a regulator," she said that investors, management teams, buyers and boards were "folks who are going to figure out how to do dealmaking, kind of no matter what the environment, so long as it works well for them."

Valuation spreads, interest rates and access to capital significantly influence activity, along with sector-specific factors like patent cliffs in life sciences, Leigh said. Many of these factors are showing signs of improvement. "A number of key factors impacting dealmaking had certainly been improving heading into 2025 – we saw interest

rates go down, inflation cooling and generally more optimism in boardrooms,” Nijjar said.

### Trump's Antitrust Approach Still Taking Shape

Despite expectations of change, the exact nature of antitrust enforcement under the new administration remains unclear.

“Many dealmakers believe that the Trump administration will relax antitrust enforcement compared to the Biden administration, which may provide more certainty that transactions will be completed, but early executive orders have yet to specifically address antitrust enforcement,” Nijjar said.

Sokol suggests enforcement could differ significantly from the first Trump administration. “How overtly political antitrust becomes under Trump remains unclear,” he said. “For the most part, antitrust was spared direct intervention in the first administration but that was because antitrust was a technocratic exercise. Now that the neo-Brandeisians have pushed for antitrust to be more political, this opens the door for an overtly politicalized Trump administration to exert direct influence.”

Justice Louis Brandeis, who sat the U.S. Supreme Court from 1916 to 1939, was a strong advocate

for breaking up large corporate monopolies and ensuring economic democracy by limiting concentrated power in both business and finance.

While it remained unclear if Ferguson's FTC would address merger guidelines or revisit recent changes to premerger notification requirements, there was 'pressure' for both to occur, Sokol said.

Another major unknown was whether Humphrey's Executor – a precedent which allows Congress to require presidents to show cause before dismissing board members overseeing independent agencies – would survive under the new administration. President Trump's recent firing of a slew of agency staff presents a key test of that rule.

What seems certain is that the FTC's “attack” on private equity “will become more muted” while “healthcare enforcement, which has been consistently strong since the George W. Bush administration will continue to be a priority,” according to Sokol.

### Global Considerations

Even if domestic regulatory approaches change substantially, deals won't necessarily sail through approval. International scrutiny remains significant, particularly from regulators in the U.K. and Europe, Nijjar said.

The Committee on Foreign Investment in the United States will also continue to scrutinize foreign investments in U.S. companies.

“Globally, we're still seeing increased scrutiny from regulators in the U.K. and in Europe, and geopolitical tensions can create uncertainty and make investors more averse to risk,” said Nijjar.

Additionally, new administration policies could reshape deal landscapes. Potential tariffs and protectionist policies could incentivize U.S. companies to divest non-U.S. operations or prompt foreign companies to consider U.S. acquisitions or manufacturing relocations.

*- Jack Needham, Daily Journal Associate Editor*

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# Topgolf Callaway Brands Delivers Strong Q4 2024 Performance

The sporting/entertainment company outpaced expectations, with a 27% surge

**C**arlsbad-based **Topgolf Callaway Brands Corp.** (NYSE: MODG) capped off 2024 with a solid fourth quarter, reporting 3% consolidated net revenue growth and a remarkable 45% increase in adjusted EBITDA to \$101.4 million. The company also delivered a 27% surge in adjusted free cash flow, reaching \$203 million. These results exceeded expectations, reinforcing the brand's leadership in golf equipment and lifestyle apparel while highlighting strong operational performance across its diverse portfolio.

"We are pleased with our strong finish to the year," said Chip Brewer, President and CEO. "Our Q4 results reflect continued strength in our Golf Equipment business, a robust finish for Topgolf, and successful operational efficiencies at Travis Mathew and Jack Wolfskin. As we move into 2025, our focus remains on improving same

venue sales at Topgolf, launching innovative products and driving operational excellence. While we face some short-term headwinds, we are confident in our long-term strategy and ability to deliver significant shareholder value."

## Fourth Quarter 2024 Financial Highlights

- **Consolidated Net Revenue Growth:** 3%
- **Adjusted EBITDA:** \$101.4 million (45% YoY increase)
- **Operating Cash Flow:** \$382 million (5% YoY increase)
- **Adjusted Free Cash Flow:** \$203 million (27% YoY increase)

However, the company's GAAP net results included a \$1.5 million non-cash impairment charge related to Topgolf's goodwill and intangible assets, leading to a GAAP net loss of \$1.5 million.

## Segment Performance Overview

### Topgolf

- **Revenue:** \$439 million (flat YoY)
- **Same Venue Sales:** -8% (better than expected due to improving traffic trends)
- **Segment Operating Income:** \$26.9 million (16.5% increase)
- **Adjusted EBITDA:** \$83.5 million (14.1% increase)
- **New Venues Opened:** 2 (compared to 9 in Q4 2023)
- **Key Driver:** Revenue growth from additional venues and record-high Q4 venue-level margins

### Golf Equipment

- **Revenue:** \$224.8 million (\$25.4 million YoY increase)
- **Key Growth Areas:** Success of Callaway golf clubs and Chrome family golf balls
- **New Product Impact:** Ai-ONE Square 2 Square Odyssey putters launched in Q4
- **Operating Loss Reduction:** Improved by \$17.2 million, reducing seasonal Q4 loss to \$2.7 million

### Active Lifestyle

- **Revenue:** \$260.6 million (0.7% YoY increase)
- **Key Brands Driving Growth:** TravisMathew
- **Operating Income:** Increased \$3.4 million due to revenue growth and cost savings from Jack Wolfskin's reorganization

## Market Leadership & Strategic Priorities for 2025

- **Callaway Maintains U.S. Market Leadership:** No. 1 in total golf clubs for the third consecutive year and 9th time in the last 10 years
- **Record U.S. Market Share in Golf Balls**
- **Focus on Same Venue Sales Growth at Topgolf:** Implementing initiatives to boost traffic and engagement
- **Expanding Product Innovation:** New launches expected across golf equipment and lifestyle apparel
- **Navigating Short-Term Challenges:** Addressing foreign currency fluctuations and cost pressures

**Looking Ahead:** Despite some macroeconomic challenges, Topgolf Callaway Brands remains confident in its market-leading position, operational strength and ability to drive long-term growth. By leveraging brand strength, strategic investments and operational efficiencies, the company aims to enhance shareholder value and sustain momentum into 2025. |



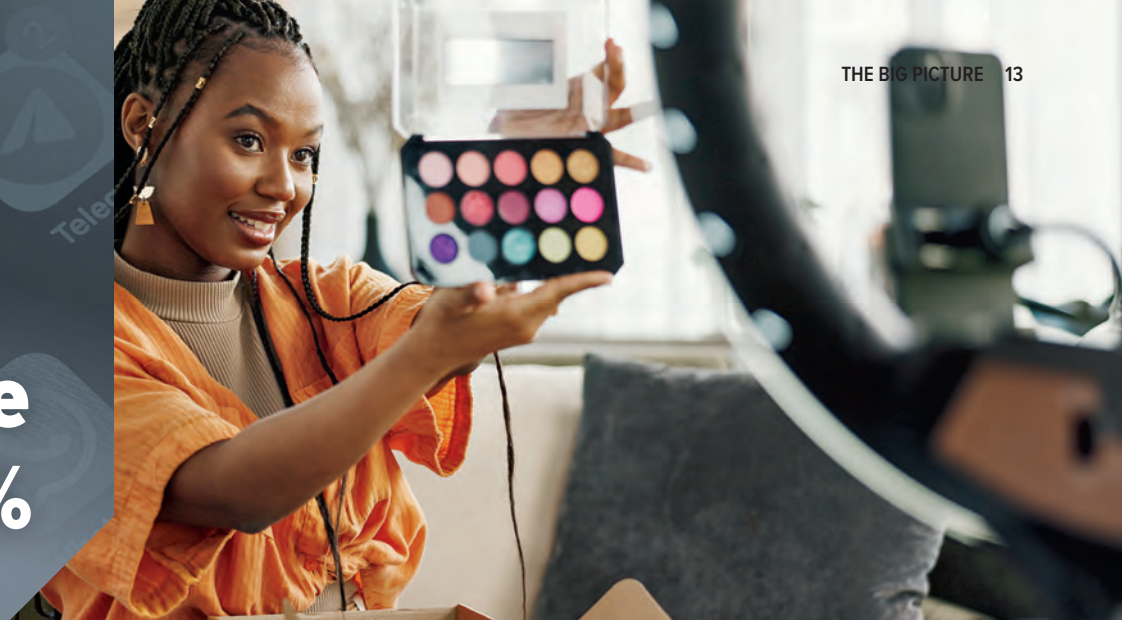
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## DISQO's latest Consumer Trends Report reveals how consumers are thinking about purchases, advertising and the world in 2025

**L**os Angeles-based DISQO recently released its second annual Consumer Trends Report, revealing new insights into consumer attitudes and behaviors for 2025. This year's report includes revelations about consumers' economic outlook, spending plans, media preferences and advertising perceptions.

"In 2025, marketers will increasingly seek to align brands with performance by quantifying the incrementality lift of their ad campaigns across channels and throughout the full funnel," said Stephen Jepson, president of media effectiveness at DISQO. "This year's report underlines the importance of this connection as people shift their purchase journeys, embracing new capabilities offered across platforms. It's an important tool for marketers looking to keep and win consumers in 2025."

Here are some of the key trends from DISQO's 2025 Consumer Trends Report:

- The power of a brand to drive consumers to purchase
  - Sixty percent (60%) of consumers rank personal experience with a brand as the top factor shaping their brand perception.
  - Gen X and Boomers especially value brand experience, with these groups 12% and 23% more likely, respectively, than Gen Z to consider brand experience in their purchases. This points to

the lasting impression brands leave during the customer lifecycle.

- Fragmented product discovery journey
  - Product research is increasingly conducted across various channels, with 50% of consumers using search engines, 32% relying on retailer websites and 28% on social media.
- Social media surpasses TV as a purchase driver
  - Social media has overtaken TV as the top purchase driver, with 43% of people citing social media and 41% citing TV as a purchase motivator.
  - Millennials (+2pps) and Gen X (+3pps) have both increased their responsiveness to social ads over last year while Gen Z remains steady year-over-year at 62%.
- Growing optimism balanced with economic concerns
  - Consumers are cautiously optimistic about the future, with 40% anticipating that 2025 will be better than 2024.
  - However, inflation (63%) and economic uncertainty (52%) remain prominent concerns, particularly among Gen X and Boomers.

DISQO surveyed 2,988 U.S. adults. The data informing the report was balanced on age, sex, ethnicity and income and weighted to represent the U.S. population.

In an unrelated report, Resonate, a leader in predictive consumer intelligence, also recently released its Spring 2025 Outlook Consumer Trends Report, revealing significant shifts in American consumer behavior as financial stability improves for many. For the first time in over a year, more Americans report being debt-free and in better financial shape, sparking changes

in spending priorities. The report highlights key trends shaping the consumer landscape in 2025:

- Improved Financial Health: A growing number of Americans are experiencing financial stability, with a marked decline in consumer debt levels for the first time since November 2023.
- Shifting Spending Priorities: With increased disposable income, consumers are focusing on home improvements and major purchases in the coming months.
- Staycation Surge: About 40% of Americans plan to stay closer to home this summer, favoring home-based leisure activities.
- Persistent Broad Economic Concerns: Despite improved finances, respondents expressed concerns about healthcare costs, poor leadership and government corruption, and a record 42.5% of Americans now believe the economy will never fully recover to prepandemic levels.

"The Resonate Consumer Trends Report provides real-time valuable insights into the evolving consumer landscape providing brands and retailers the intel they need to optimize marketing efforts," said Bryan Gernert, CEO of Resonate. "Understanding how these shifts are impacting spending habits and overall consumer sentiment trends is crucial for businesses seeking to adapt their strategies and drive growth during economic uncertainty." |

-Paul Williams



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photo by Flora Mekari

## LA Times Studios Launches The Stream

A daily video stream, the first in the paper's history, brings readers more options to engage with the news and their communities

**L**A Times Studios now produces video-streaming content daily, with news, features, and other programming of interest to our community, on The Stream. Available directly on the Los Angeles Times homepage, this content includes continuous live camera feeds from iconic locations in Los Angeles, from Hollywood to Malibu.

"I am proud to announce the next evolution of the L.A. Times to better engage with our audience," L.A. Times Executive Chairman Patrick Soon-Shiong said in an open letter addressed to readers. "Today, we are releasing new features to enhance and improve our digital product, integrating livestreaming video, podcasts and AI-generated features into a seamless experience."

Produced and operated by LA Times Studios, The Stream showcases premium content, including news, entertainment, food, business, culture, lifestyle and true crime. It streams weekdays, 8 a.m. to 8 p.m. PT, on [latimes.com](https://latimes.com). Live feeds of LAX, Hollywood, Culver City, Inglewood, downtown L.A. and Malibu are accessible, around-the-clock, via The Stream's landing page.

### 'Voices' and 'Insights' Functionality Added to L.A. Times Content

In addition to LA Times Studios' launch of The Stream, the L.A. Times has introduced new formatting and tools to help readers distinguish opinion pieces from news reporting in its coverage. Columnists and other opinion writers are noted on the site and on individual pieces with the "Voices" flag, which is intended to signal that those pieces reflect the perspective and voice of the writer, or express opinions, in contrast to news stories. Some "Voices" pieces that are political in nature will also include a new feature, "Insights," which provides AI-enabled summaries of both the "Voices" piece and contrasting or opposing points of view.

"I believe providing more varied viewpoints supports our journalistic mission and will help readers navigate the issues facing this nation," said Soon-Shiong. "We added these new features to encourage audience engagement and interaction with The Times and our content. I believe the media is evolving, and The Times is well-positioned to lead the way." ■

# A Look Into the Future

The intersection of technology and humanity meet at the 2025 Consumer Electronics Show

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ES 2025, the largest tech event in the world, welcomed over 141,000 attendees from around the globe – eager to share and learn about the latest consumer technology innovations. With more than 4,500 exhibitors, including 1,400 startups and

more than 6,000 media attendees, CES is the premier event to highlight the innovation and technology trends addressing global challenges and shaping the future.

"CES is where innovation comes to life," said Gary Shapiro, CEO and vice chair of the Consumer Technology Association (CTA), owner and producer of CES. "From the largest companies to trailblazing startups, the entire tech ecosystem is at the show. CES is the stage for groundbreaking product launches, transformative partnerships and serendipitous business moments that define the future of technology."

Truly a global show, of CES' more than 141,000 attendees, about 40% were international from over 150 countries, regions and territories. Over 60% of Fortune 500 companies were represented, and there were more than 300 conference sessions with over 1,200 speakers.

"From groundbreaking innovations that improve lives to transformative ideas that redefine industries, CES is a celebration of the art of the possible, showcasing how technology enriches our world and inspires a brighter future for all," said Kinsey Fabrizio, president of CTA. "The evolution of CES has surged at this year's show, where creativity, connectivity and innovation inspire with visionary keynotes, thought-provoking conference sessions and mind-blowing exhibits."

The key themes of the show this year included:

## Artificial Intelligence

CES 2025 connected the dots between humanity and AI through powerful exhibits and programming. From AI-driven productivity tools to breakthroughs in medical advancements, products and services on the show floor demonstrated that artificial intelligence is not just a technology trend but a transformative force working to improve lives worldwide. Exhibitors included: AMD, Hisense, LG, NVIDIA, Qualcomm, Samsung, Siemens and TCL

## Digital Health

This year, CES 2025 featured a packed hall at the Venetian where attendees witnessed the health

category's alignment with the smart living experience. This year's show had a broad array of healthcare-related exhibits and presentations, bringing together trailblazers to explore biotechnology, telehealth and wellness advancements that enhance patient care and longevity. Exhibitors included: AARP, Abbott, Eyebot, FlowBeams, Lumia Health, OnMed, Panasonic, ResMed and Withings

## Energy Transition

With the growth of high-power-demand technologies like AI, cloud and other data center innovations, the energy transition to zero carbon sources was a significant focus at CES 2025. Experimental and alternative energy solutions including battery and energy storage technologies, emerging energy sources like green hydrogen and small modular nuclear reactors were highlights on the show floor. Exhibitors included: Eaton, Jackery, Otrera, SK and Sony Honda Mobility

## Future of Mobility

Mobility innovation topics at the show spanned construction, agriculture, marine tech and advanced air travel. At CES 2025, self-driving and electric technologies enhanced planes and boats, and EV and EV charging market growth brought new models from global OEMs to the show. Automation in construction and industry enhanced safety and addressed workforce gaps in labor-intensive roles. Exhibitors included: Aptera Motors, Blink Charging, BMW, Bosch, Brunswick, Caterpillar, Daedong, Garmin, Honda, Invo Station, John Deere, Kubota, Mobileye, Oshkosh, Scout Motors, Sumitomo Rubber, Scout Motors, Suzuki, Waymo, Xpeng AeroHT and Zeekr

## Quantum

CES 2025 also featured the latest innovations in quantum technologies, offering a glimpse into the future. Quantum technology uses properties of quantum mechanics to enable three distinct disciplines: improved networking, computing and sensing. Innovations at the show demonstrated how quantum computing, working alongside AI, will allow for breakthroughs in research and computing for finance, chemistry, materials, logistics and more. Exhibitors included: Integrated Quantum Photonic, IonQ, QSIMPLUS, Quandela and SK

## Sustainability

The energy transition was a prevalent theme at CES this year, alongside other sustainability-related innovations. The show floor featured key advancements including new battery technologies, alternative material development like graphene and off-grid renewable energy solutions. The show also put a spotlight on innovations such as synthetic microbes, bioplastics and self-healing concrete that will contribute to sustainable construction. Exhibitors included: Hydrific, Lyten, Mellien and Panasonic

-Paul Williams



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# BANKING ON SOUTHERN CALIFORNIA'S RECOVERY

For Bank of America's Raul Anaya, wildfire relief efforts are now a full-time job

**R**aul Anaya has found his next big project. He's been tapped by the chief executive of Bank of America to step back from his day-to-day role as national head of business banking, one of eight major lines of business for the bank, to focus all of his energy on utilizing his banking expertise and network to spur a recovery from the devastating Southern California wildfires.

"There's a lot of enthusiasm, and great leaders are coming together. It's going to take a public-private partnership with business, philanthropy, city, county, state and federal government to make sure that the entrepreneurial spirit of Los Angeles continues," said Anaya.

A banker by trade, Anaya has been at the center of Southern California business growth stories and major transactions for 20 years. He has worked with companies that have scaled from small regional operations to global powerhouses such as Vizio and Panda Restaurant Group. Along the way, he helped Anschutz Entertainment Group with its financing for downtown's L.A. Live development, and he

represented the Clippers when the team was sold in a \$2 billion transaction to Steve Ballmer.

But this newest venture can't be described as sought-after. As a longtime resident of Pasadena, he saw the devastation from the Eaton fire firsthand. As the leader of the Los Angeles market for Bank of America, Anaya made sure to support the bank's employees and clients and then turned his attention to the greater Los Angeles community.

In the immediate aftermath of the wildfires, he assembled a team of 20 executives from every line of business. The group is working through short-term issues such as the immediate needs of those employees and customers. Branches in Altadena and Pacific Palisades that were destroyed by the fires were temporarily replaced by a mobile branch in Altadena and mobile ATM in Pacific Palisades to ensure that access to banking was not lost. Bank of America also provided support through an aggregate of \$2 million in contributions to the Red Cross, Los Angeles Food Bank and Los Angeles Area Chamber of Commerce.

Longer term, it is thinking about ways to create construction loan products and flexible mortgages as homeowners rebuild. There's concern that people have access to capital and are susceptible to fraudulent or predatory activity. Some of the bank's experts, who helped with recovery efforts for other disasters such as hurricanes, flew to Southern California in the aftermath of the wildfires to lend support.



photos by Denis Wolcott

Shortly after the wildfires, he traveled to Bank of America's Charlotte headquarters for an earnings presentation and provided an update on the tragic situation that was unfolding in Los Angeles to Brian Moynihan, chief executive of the bank. Anaya had already met with many local business leaders through his service on various nonprofit and business association boards, in addition to meeting with county supervisors and the Los Angeles Mayor's office to provide support.

Shortly thereafter, Moynihan reached out to Anaya and suggested that he transition away from his business banking role to focus on the rebuilding effort, where he could utilize both the bank's resources and his longstanding tenure as a community supporter.

"He reminded me of the history that we have as a bank going back to the 1906 earthquake and how we helped San Francisco recover by making capital available," said Anaya about his conversation with Moynihan. "He brought that parallel to life."

In fact, Bank of America is the oldest bank in Southern California, dating back to early 1900s Downtown Los Angeles, where it had branches located at 2684 W. Pico in Pico Heights and at

the intersection of 7th Street and Broadway. It has steadily grown into one of the country's largest banks, with \$83.1 billion in deposits for its Los Angeles County branches as of June 30, according to data from the Federal Deposit Insurance Corp. That equates to a market share of 16.5% of total deposits countywide. The bank has around 6,000 local employees.

Anaya's history in Southern California dates to 2005, when he moved to Pasadena to run commercial banking for the Los Angeles market. He carried personal experience with him that shaped his view of the banking industry as the son of immigrants from Mexico. His father owned an auto body shop in Brownsville, Texas, and needed capital but didn't understand the rules and regulations around lending.

"My father was intimidated because he didn't know what it took to get a loan," said Anaya. "It shaped my view on how to support businesses. We need to do it in a way that makes it easy."

His first job was as a grocery store bagger at H-E-B, a local grocery chain in town. He moved up to a cashier role where he had an opportunity to meet and interact with customers. That experience helped him transition to banking, where he





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**IT'S GOING TO TAKE  
A PUBLIC-PRIVATE  
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TO MAKE SURE  
THAT THE  
ENTREPRENEURIAL  
SPIRIT OF  
LOS ANGELES  
CONTINUES.”**

*-Raul Anaya*

utilized those interpersonal skills to make connections with bank customers. His professional growth continued in Southern California as the head of the local market. Eventually, he was elevated to run commercial banking for the West Coast and then became head of business banking nationally six years ago.

Under his leadership, Bank of America expanded the contributions made by executives to nonprofits throughout the region with professional expertise and funding. Local executives sit on more than 100 boards of nonprofits in Southern California. Additionally, it contributes \$10 million annually to local charitable organizations.

“We bring our experience and view of the overall local economy to the nonprofits by being active and civically involved,” Anaya said.

Prior to the fires, Anaya's typical week involved travelling across the country to meet with clients in 200 different cities. With his new role, which is slated to last through the year or potentially much longer, the same energy has been laser focused on coalescing a group of banking and finance executives to leverage their expertise and experience for recovery efforts. He estimates it could take five to seven years or more to rebuild the destroyed areas.

In the aftermath of the fires, Mayor Karen Bass also asked Anaya to help organize local banks and serve as a sounding board on behalf of the industry. The goal was for the mayor to assemble a group of eight experts across different industries who could leverage their sector's collective knowledge on the

myriad of issues surrounding this unprecedented disaster. Anaya contacted heads of several local banks and then went a step further to engage with asset management firms such as Capital Group, TCW and Oaktree Capital Management who have all shown tremendous willingness to help. He has also been in regular contact with Los Angeles County Supervisor Kathryn Barger.

“Now my typical week is meeting for breakfast, lunch and dinner with business leaders and sharing my perspective and hearing their perspective,” he said.

Another area where he engaged was with the Los Angeles Area Chamber of Commerce. He serves on its board of directors and co-leads its CEO Council, a group of 100 chief executives launched in November 2021. In response to the wildfires, the group is assembling subject matter experts around insurance, construction and design services and other sectors.

Separately, the chamber established a small business recovery fund with a donation from Bank of America and other companies. The goal is to raise \$10 million that can fund grants of \$25,000 to help businesses that have been impacted by the fires directly or indirectly, such as by a loss of customers.

“Raul is an exceptional leader and has been instrumental in helping the chamber launch the Small Business Disaster Recovery Fund,” said Maria Salinas, chief executive of the chamber. “Aside from Bank of America's financial commitment, Raul helped us think through our recovery and relief work to maximize support to small businesses impacted by the wildfires. I value his thought leadership and commitment to drive for impact as we plan our recovery efforts,” she said.

Looking ahead, Anaya is searching for creative ways to help the community. For example, Bank of America is the official bank of FIFA and the 2026 World Cup that is coming to North America. In the lead up to the event, there are various games and soccer events, such as a club championship where well-known international teams will compete at venues including SoFi Stadium in Inglewood and the Rose Bowl in Pasadena. Bank of America plans to leverage its sponsorship by inviting small businesses impacted by the fires to utilize its corporate sponsorship spaces at these matches.

“I love to bring our connections and clients together,” Anaya said.

*-David Nusbaum*

# How the California Tax Relief Plan Affects L.A. Businesses and Residents, Post-Wildfire Devastation

In response to the recent wildfires, the state extended the January 31 sales and use tax filing deadline for L.A. County taxpayers until April 30, 2025

**A**fter the devastating wildfires brutalized parts of Los Angeles earlier this year, Governor Gavin Newsom announced that the California Department of Tax and Fee Administration (CDTFA) had automatically extended the tax filing deadline for three months for taxpayers within Los Angeles County.

This came on the heels of the state also announcing that taxpayers in Los Angeles County would be granted a postponement to October 15, 2025, to file California tax returns on 2024 income and make any tax payments that would have been due January 7, 2025, through October 15, 2025.

“California is taking greater action to continue supporting businesses that have been devastated by the Southern California wildfires,” the Governor announced. “We are strong because of the diversity of our businesses, and we stand by them – providing relief to aid them through this difficult time.”

CDTFA will also continue to offer relief and extensions to those impacted beyond Los

Angeles County upon request. In addition to extra time to file, the state can provide relief from interest and penalties and create flexible payment plans for businesses.

“We have the operational building blocks in place to make sure the government is there for all Californians. We care deeply about everyone affected, and we’re making sure that our business foundation remains strong and vibrant,” said Government Operations Agency Secretary Amy Tong.

“The loss resulting from these fires is devastating for business owners who have invested so much and worked so hard to succeed. Beyond the automatic extension, we encourage taxpayers who need help with any CDTFA program to reach out to us. Our team members are here to help taxpayers navigate their way to recovery,” said CDTFA Director Nick Maduros.

## CDTFA's disaster relief includes:

- **Extensions to file returns:** CDTFA returns and payments due on or before January 31, 2025, have automatically been extended to April for Los Angeles County taxpayers whose last return was for less than \$1 million in tax. This includes sales and use tax, as well as most other programs administered by CDTFA.
- **Additional relief from interest and penalties:** Impacted business owners not subject to the automatic extension or who require additional relief are encouraged to contact CDTFA for assistance.
- **Copies of CDTFA tax records:** Taxpayers who need to obtain copies of CDTFA tax records can receive replacements free of charge.
- **Help with updating account information:** This could include changing an address, opening or closing a business location or obtaining a copy of a seller's permit or CDTFA-issued license.

The automatic extensions for sales and use tax returns and payments to April 30, 2025, are eligible to those taxpayers who owed less than \$1 million in sales and use tax on their 2024 third quarter returns.

Annual licensing fees under the Cigarette and Tobacco Products Licensing Act and returns due under the International Fuel Tax Agreement are not extended. |

—Paul Williams



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# Experts Weigh in on How Los Angeles Can Rebuild

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n the wake of the recent devastating fires, Los Angeles faces the immense challenge of rebuilding homes, businesses and communities. To help those affected navigate this complex process, we turned to eight experts of diverse specialties to discuss critical considerations, from insurance claims and contract negotiations to zoning regulations and government aid. The following article excerpts highlights from that commentary.

## How does the recovery process influence a post-disaster economy?

Wealth disparities and insurance availability can play a large role in post-disaster economies. Wealthier residents and businesses often rebuild more quickly while lower-income residents may take insurance payouts, or cash buyouts, and move elsewhere. Those without financial safety nets often face prolonged recovery periods, forced relocation or even permanent displacement. Disadvantaged individuals and businesses struggle to regain stability, whereas wealthier ones emerge stronger through rebuilding efforts. This unequal recovery process can exacerbate existing economic inequalities within the affected community.

**Jay HAWKINS**  
Vice President &  
Senior Economist  
PNC Bank



## How can we streamline permitting processes to accelerate rebuilding while maintaining safety?

Los Angeles County, the city of Los Angeles and the city of Pasadena should expedite permitting for modular and prefabricated housing, mirroring the streamlined process established for accessory dwelling units (ADUs). By pre-approving certain architectural designs and modular structures, these jurisdictions could significantly reduce permitting and inspection timelines, accelerating reconstruction efforts. Several promising steps have already been taken to facilitate rebuilding. The city of Pasadena now offers virtual planning consultations for property owners affected by the fires, enabling them to meet with planning and zoning officials remotely, eliminating the need for in-person visits. Additionally, Governor Newsom has temporarily suspended permitting and review requirements under the California Environmental Quality Act (CEQA) and the California Coastal Act, further easing regulatory barriers to reconstruction.

**David HITCHCOCK**  
Shareholder  
Buchalter



### **What impact will the wildfires have on L.A.'s housing market and infrastructure? What is next for developers, construction and brokerage firms?**

While wildfires pose significant challenges, they also present an opportunity to reimagine and expand housing within the existing landscape. By embracing innovative, forward-thinking solutions, we can develop more resilient and sustainable communities. In terms of infrastructure, new construction will incorporate advanced fire-resistant materials, underground utilities and modernized landscape design to mitigate future risks. Additionally, a more robust and readily deployable fleet of firefighting aircraft will be essential for rapid response. Technological advancements will also play a crucial role, with emerging innovations designed to enhance fire prevention and protection at the individual home level.

**Randall S. LEFF**

*Partner*

Ervin Cohen & Jessup LLP



### **What role should the private sector play versus government agencies in rebuilding?**

The private sector should play a critical role in rebuilding efforts in partnership with public agencies, as well as affected property and business owners. Public agencies should focus on setting policies, allocating resources and providing oversight, while private firms — particularly those in essential services such as environmental remediation, waste management, engineering — should drive execution to achieve meaningful outcomes that meet the needs of community members. Leveraging the efficiency of the private sector in such a partnership would enable the strategic deployment of capital and accelerate recovery efforts, ensuring sustainable, long-term solutions that foster economic revitalization and community resilience. Effective collaboration between the public and private sectors is essential for rebuilding our community.

**Dan SHEA**

*Managing Director*

Objective, Investment  
Banking & Valuation



### **How will the role of the federal government affect the wildfire recovery efforts?**

Effective collaboration between federal, state and local governments is essential to rebuilding L.A. and preventing future disasters. The federal government plays a critical role in cleanup, rebuilding and addressing the climate issues underlying these wildfires. Leadership must start in D.C., with cooperation at all levels of government to clean up toxic waste, implement a recovery plan and provide resources for the rebuilding effort.

Political finger-pointing only hinders progress and erodes public trust and does nothing to advance efforts to rebuild our communities. While long-term climate action from Washington seems unlikely, this disaster offers the President an opportunity to shine by supporting the wildfire recovery efforts. Time will tell whether he rises to the occasion or undermines those efforts by gutting federal agencies like FEMA and EPA that are essential to our recovery effort.

**Stephen J. KAUFMAN**

*Founder & Principal*  
Kaufman Legal Group



### **What are law firms and accounting firms doing to help businesses and individuals in need?**

Beginning the day after the fire, major disaster law firms began circling like vultures to sign up clients for suits against Edison, LADWP and others. But right now, fire victims don't need that from lawyers. What individuals and businesses need is a steady advisor to help them over critical hurdles, like understanding their insurance policy that was written by insurance companies in a confusing format that most people never even tried to read when they purchased it. It just went in a drawer and premiums were paid every year with little mind paid to it. To avoid being taken advantage of, individuals and businesses need to push back against an overly eager adjuster to get what they deserve. At Hill Farrer, we immediately formed a Disaster Relief Team with lawyers equipped to handle the immediate, day-to-day questions.

**Dean DENNIS**

*Managing Attorney*  
Hill Farrer



### **What are the legal and financial implications of selling your property, rather than rebuilding, after a utility-caused wildfire?**

What to do with your property after a wildfire is a highly personal decision, but one that should be made with legal implications in mind (if possible). Choosing to sell your property after a wildfire, instead of rebuilding, can significantly decrease a recovery through litigation. There are two ways of calculating fire damages to real property: (1) the diminution in fair market value ("DIV"), or (2) the cost to cure or repair the property. The DIV is the difference between what a neutral third party would pay to buy the property the day before the fire versus immediately after the fire. The cost to cure/repair is the amount it would cost to repair the fire damage and restore your property to its pre-fire condition (e.g., cost to rebuild, repair damage to structures, remediate erosion and/or replace trees and landscaping). In nearly all cases, the DIV is



substantially less than the cost to cure. If you have specific questions about the legal implications in your case, you should discuss those in a privileged conversation with your lawyer.

**Dave FOX**

*Founder*  
Fox Law APC



### **How can people recover from the emotional impact of the fires?**

Losing your home in a fire causes a great deal of emotional distress. Not only have you lost your home but often your community as well. With these recent fires in particular, entire communities were destroyed including schools, churches, synagogues and community centers. You should not underestimate the impact of evacuation, relocation and rebuilding after a fire. It is important to seek professional help if you are experiencing trauma as a result of a fire. As a law firm, we work to secure compensation for our clients for the economic damages they have suffered, including losing their homes, while also seeking compensation for the emotional impact on their family so they have the resources to get the help they need.

**James P. FRANTZ**

*Attorney*  
Frantz Law Group



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# Serving Dinks and Drinks in the South Bay



## A new pickleball social club is set to open in El Segundo, part of the city's myriad options for its residents and returning workforce

For the city of El Segundo, a few people are making a huge “smash.” In a sign of the area’s growth as an entertainment destination, California Smash, a pickleball and social club, is set to open in June as the only indoor pickleball facility in the area. It combines the appeal of the wildly popular sport of pickleball with a full-service bar and restaurant and social club in a converted warehouse.

For founder Brett Drogmund, the path to a pickleball club is the next stop on his journey as an entertainment executive and real estate developer. He has worked in El Segundo for 15 years, developing creative spaces following a career with Disney where he worked on nine animated features. While he’d honed his craft on venues like a food hall, the pickleball club was born from his desire to spend time doing something where he could connect with something more important — family. He picked up the sport when he moved to the South Bay and played regularly with his son, but there were only outdoor courts available, and they were always packed.

“I want to change the heartbeat of El Segundo,” said Drogmund. “This started as a journey of one.”

### A Burgeoning Business and Entertainment District

Drogmund worked with JLL’s Gary Horwitz and Kamil Agha, who represented California Smash in the lease. They are utilizing a 28,000-square-foot industrial warehouse that was originally built for the aviation sector and convinced the landlord to take a leap of faith on a mixed-use conversion that could provide entertainment throughout the day and into the night. Once Drogmund signed the lease and got approval from the El Segundo planning commission, he shared his vision with local investors who have a connection to the sport and raised between \$4 to \$5 million to bring California Smash to life. None of those funds came from venture capital firms. Investors include former professional football player Marcellus Wiley, who will broadcast a podcast from the site when completed.

One inspiration for the business already existed nearby in the form of golf at Topgolf El Segundo. That facility renovated an underutilized municipal golf course into an entertainment destination that is now among the top-performing locations of the golf franchise nationwide.

“We’re a business-friendly city. A lot of our strategies were based on office space and creative office space, but that changed when [the COVID-19 pandemic] hit. We’re looking at a creative economy and ways to turn industrial into entertainment,” said El Segundo city councilmember Lance Giroux.

The area has evolved from its roots as an aerospace hub and home to a refinery. In fact, the city itself is named after the longstanding Chevron refinery. El Segundo comes from the Spanish phrase “el segundo,” or “the second” — the site was the second built by Standard Oil in California. The city’s population is small due to its limited residential area, but it has a central location among coastal communities of the South Bay.

Perhaps even more importantly to commerce, El Segundo draws about 60,000 people daily to work, a number that will increase as return-to-work mandates become more common.

Those employees are part of a growing cohort of creative office users who have moved into spaces traditionally occupied by the aerospace sector that have helped make El Segundo a tech hub and brought startups to town. Employees of firms such as Beyond Meat and L’Oreal work in El Segundo alongside the Los Angeles Lakers, Los Angeles Chargers and Los Angeles Kings have joined the longstanding aerospace companies including Boeing and Northrop Grumman.

### The Allure of the Yellow Ball

Pickleball has exploded in popularity as a sport. The Sports & Fitness Industry Association’s second annual report on pickleball participation found that participation grew by 51.8% from 2022



Brett Drogmund and Scott Doerner photo by Alan LaGuardia

to 2023 and was up by 224% over the past three years. There was growth across all age groups.

For Scott Doerner, who serves as California Smash’s general manager, pickleball represents a sport that is easy to play, allows for some strategy and has an addictive, fun quality. He has plenty of experience in court sports — he helped Pepperdine’s tennis team win a national championship in 2006. The idea of a pickleball facility and social club was something he felt would be successful, but Doerner hadn’t found a model that would work in Southern California, where land prices and business operating costs are high. When he was introduced to the California Smash concept last year, he quit his commercial real estate job and fully committed to the venture as an investor and employee.

“It’s part of my fitness and social regimen. With phones and social media, people want a place to connect. We’re going to be one of the top event spaces,” said Doerner.

The facility is expected to be open for 16 hours a day and will regularly employ 30-40 people. It is looking to partner with local businesses for corporate events, and it can also host community events such as birthday parties and fundraisers in its sectionable private spaces, like a mezzanine-level platform overlooking the entire facility, as well as a private court. It has already started booking events for June, July and August.

It will also look to host pickleball tournaments as well.

Although it has yet to open, Drogmund has already begun looking at opportunities to replicate and expand the facility in Orange County and San Diego, though they believe each facility will have its own distinct features.

“We like the vibe of our place. It’s really hard to duplicate,” said Drogmund. ▮

—David Nusbaum



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# ImmunityBio Receives FDA RMAT Designation to Achieve Reversal of Lymphopenia in Pancreatic Cancer Patients

**C**ulver City-based ImmunityBio, Inc., a leading immunotherapy company, has announced that the U.S. Food and Drug Administration (FDA) has granted Regenerative Medicine Advanced Therapy (RMAT) designation for the company's ANKTIVA and CAR-NK (PD-L1 t-haNK) for the reversal of Lymphopenia in patients receiving standard-of-care chemotherapy/radiotherapy and in multiply relapsed locally advanced or metastatic pancreatic cancer.

The complete blood count (CBC) is a standard assay widely used by oncologists to assess the status of the immune system following chemotherapy and radiation. To date, information on the cellular elements in the CBC assay provides information to the physician for the treatment of anemia, neutropenia and reduced platelet counts associated with the adverse events of chemotherapy and radiotherapy.

Anemia, neutropenia and reduced platelet counts can be treated with currently approved therapies, including EPOGEN, NEUPOGEN and platelet transfusion, respectively. However, chemotherapy and radiation have also caused a reduction in the very cells necessary to kill cancer cells.

This reduction in the lymphocytes by the standard of care also inhibits the induction of T cell memory in the absence of specific (CD4+, CD8+) T cells. A treatment for the reversal of these

adverse events of lymphopenia, induced by current standard of care, has eluded the industry for the past 50 years.

ImmunityBio and its founder Dr. Patrick Soon-Shiong developed a vision over the past decades that activation and proliferation of these key lymphocytes was necessary to win the war against cancer and indeed even prevent cancer in subjects at high risk.

"With the clinical results of the QUILT trials across multiple tumor types from 2017 to 2024, validating the hypothesis that high-dose chemotherapy and radiation induces lymphopenia and can be reversed by ANKTIVA together with off-the-shelf CAR-NK cells (PD-L1 t-haNK) resulting in prolongation of overall survival, and enabling ImmunityBio to reapply for RMAT in 2025," said Dr. Soon-Shiong.

"I am so grateful for the FDA to have recognized the evolution of science and the need for adoption of 21st-century medicine and cell therapy, particularly the role of NK cell therapy in our war against cancer as a universal therapy in cancer, and in the potential treatment of infectious

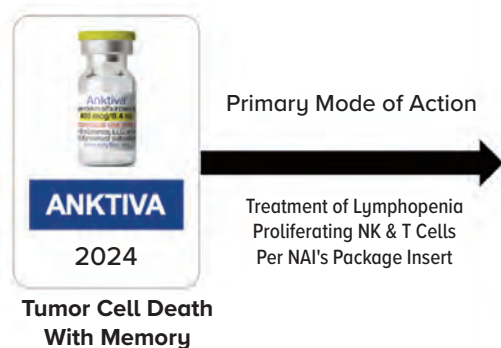
diseases such as HIV, HPV and COVID. Today's designation of ANKTIVA and the first CAR-NK (PD-L1 t-haNK), both first-in-class molecules to activate lymphocytes within the body (via subcutaneous injection of ANKTIVA) and via ex-vivo infusion of off-the-shelf PD-L1 NK cells, is an inflection point and a paradigm change of how we could treat patients with cancer and viral infections. The absolute lymphocyte count (ALC) which has been largely ignored by physicians, since no therapy existed to address lymphopenia, could now be both a prognostic biomarker and more importantly, the potential as a therapeutic biomarker."

"Multiple publications in the last five years have shown that patients with low lymphocyte counts, especially those with severe lymphopenia, have a statistically lower survival rate regardless of the tumor types," added Dr. Soon-Shiong. "With this RMAT designation and the attributes of an RMAT designation including all Breakthrough Therapy Designation features and statutory ways to support Accelerated Approval, we will move rapidly to file the BLA for these authorized indications provided by the RMAT designation. In addition, per the requirement under the Federal Food, Drug, and Cosmetic Act, ImmunityBio will make publicly available the Expanded Access Policy of ANKTIVA and PD-L1 t-haNK in combination with standard-of-care chemotherapy/radiotherapy within 15 days."

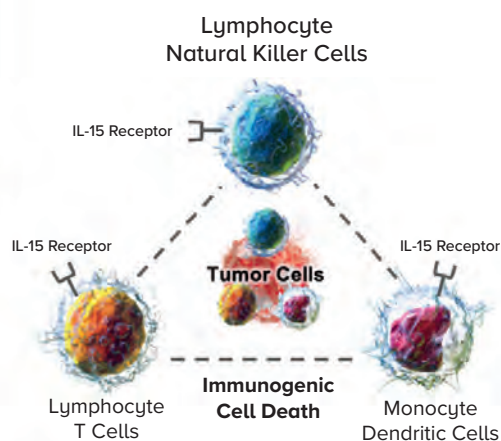
In the authorization letter, the FDA has committed to work closely with ImmunityBio to provide guidance and advice on generating the evidence needed to "support approval" of the indication "in an efficient manner."

## Primary Mode of Action

Regeneration and Sustainability of Lymphocytes (the cellular compartment of CBC)

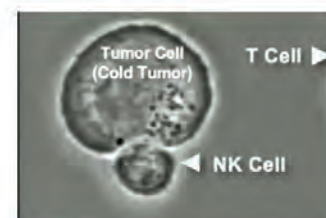


## Lymphocytes & Dendritic Cells IL-15 Receptor Expressing Cells



### ANKTIVA Label 2024

- Binding to IL-15 receptor on lymphocytes and dendritic cells
  - Natural killer cells
  - CD4+ CD+ T cells
  - Memory T cells
- Prolonged duration of complete response



# Anduril Teams with Microsoft to Advance IVAS Program for U.S. Army

The partnership will bring traditional systems into the 21st century and help protect soldiers

**C**osta Mesa-based Anduril Industries, a leader in defense technology, and Microsoft have jointly announced an expanded partnership to drive the next phase of the U.S. Army's Integrated Visual Augmentation System (IVAS) Program. Through this partnership agreement and pending Department of Defense approval, Anduril will assume oversight of production, future development of hardware and software and delivery timelines.

As warfare grows more complex, the need for intuitive, information-rich tools becomes increasingly urgent. Traditional mission command systems – that rely on flat maps, static dashboards and verbal communication – are ill-suited to the dynamic nature of modern battlefields. The IVAS program represents a groundbreaking step forward in military technology, providing soldiers with a comprehensive, body-worn system that integrates advanced augmented reality (AR) and virtual reality (VR) to give warfighters beyond line-of-sight perception capabilities, increasing combat effectiveness, survivability against drones and accelerating mission command of unmanned systems.

This collaboration between Anduril and Microsoft leverages the distinct strengths of each company, ensuring continuity in the program while advancing IVAS, goals of enhancing combat effectiveness, awareness and decision-making on the battlefield. Anduril's mission focuses on innovation in defense technology, a deep understanding of military requirements and a unique approach to manufacturing defense products that will ensure future program development specifically tailored to the evolving needs of the Army as well as production at scale and lower unit cost.

Microsoft's advanced cloud infrastructure and AI capabilities will continue to provide a robust backbone for the program, enabling seamless data integration and real-time insights critical to soldier effectiveness. Artificial intelligence will be foundational to all technical innovations for national security missions, and the cloud is essential to

successfully delivering AI whenever and wherever it is needed. Through this agreement, Anduril will establish Azure as its preferred hyperscale cloud to support its AI development. Azure, through its commercial, U.S. government and classified clouds, provides high resiliency, sophisticated capabilities, flexibility and advanced security, designed to meet the stringent compliance requirements of the nation's most sensitive data.

Since its founding in 2017, Anduril has focused exclusively on developing advanced defense technologies to solve unique challenges for warfighters. Palmer Luckey, Anduril's founder, who previously revolutionized the VR industry with Oculus, brings his unique expertise and vision to this effort.

"The IVAS program represents the future of mission command, combining technology and human capability to give soldiers the edge they need on the battlefield," said Luckey. "The ultimate goal is to create a military ecosystem where technology acts as an extension of human capability. By empowering soldiers with the tools they need to make faster, smarter decisions, we're building a future where technology and human ingenuity combine to ensure mission success."

"We are incredibly proud of the work our teams have put in to help the U.S. Army transform its concept of a soldier-borne AR headset into reality with the IVAS program. Our soldier-centered design approach helped reimagine technology development with the Army that continuously took in real-world soldier feedback to develop a product that soldiers love," said Robin Seiler, corporate vice president of mixed reality at Microsoft. "We are excited to partner with Anduril for the next phase of IVAS and leverage our combined strengths to meet our commitments on this vital program and deliver a game-changing capability for every U.S. soldier."

Microsoft and Anduril have previously collaborated to integrate Anduril's Lattice platform into IVAS to provide rapid AI-enabled situational awareness capabilities to enhance soldier safety and operational effectiveness. This new agreement brings Microsoft and Anduril closer together to maximize their unique expertise in cloud computing, artificial intelligence and defense manufacturing and further enhance technical developments and operational efficiencies.

Anduril's family of systems is powered by Lattice, an AI software platform that turns thousands of data streams into a real-time, 3D command and control center. |

-Paul Williams

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# Health Mystery Solved: New Study Reveals the Role DNA Plays in Huntington's Disease

**UCLA Health researchers say findings uncover novel disease mechanisms and pave new ways to develop treatments**

**A** new UCLA Health study has discovered in mouse models that genes associated with repairing mismatched DNA are critical in eliciting damages to neurons that are most vulnerable in Huntington's disease and triggering downstream pathologies and motor impairment, shedding light on disease mechanisms and potential new ways to develop therapies.

Huntington's disease is one of the most common inherited neurodegenerative disorders that typically begins in adulthood and worsens over time. Patients begin to lose neurons in specific regions of the brain responsible for movement control, motor skill learning, language and cognitive function. Patients typically live 15 to 20 years after diagnosis with symptoms worsening over time. There is no known cure or therapy that alters the course of the disease.

The cause of Huntington's disease was discovered over three decades ago – a “genetic stutter” mutation involves repeats of three letters of the DNA, cytosine-adenine-guanine (CAG), in a gene called huntingtin. Healthy individuals usually have 35 or fewer CAG repeats, but people inherited with a mutation of 40 or more repeats will develop the disease. The more CAG repeats a person inherits, the earlier the disease onset occurs. However, how the mutation causes the disease remains poorly understood.

A longstanding enigma in Huntington's disease, however, has been how the mutated protein derived from the huntingtin gene is present in every cell of the body, but the disease appears to selectively affect certain types of neurons in a few brain regions. This mystery is shared between Huntington's disease and other neurodegenerative brain disorders, including Alzheimer's disease, Parkinson's disease and amyotrophic lateral sclerosis (ALS), albeit different types of neurons are vulnerable to degeneration in each disorder.

Solving this mystery could hold insights into disease mechanisms and therapies. Recently a human genetic study uncovered about a dozen DNA regions in the genome that harbors “modifiers” for Huntington's disease, which are DNA variants that could hasten or delay the onset of the disease by up to a few years. Intriguingly, these regions contain multiple genes involved in repairing DNA mismatches. However, the mechanistic connections between mismatch DNA repair and selective neuronal vulnerability in Huntington's disease remain unknown.

The new study from UCLA Health and the Jane and Terry Semel Institute for Neuroscience and Human Behavior at UCLA, published in the journal *Cell*, reveals that a distinct subset of mismatch repair genes are key drivers of Huntington's disease and how the disease affects specific types of neurons.

“We demonstrate the same DNA mismatch repair genes that are modifiers in the Huntington's disease patients can drive fast-paced disease processes only in the most vulnerable neurons in a mouse model, leading to a cascade of disease phenotypes,” said lead author Dr. X. William Yang, professor of the UCLA Health Department of Psychiatry and Biobehavioral Sciences and the Terry Semel chair in Alzheimer's Disease Research and Treatment at the Semel Institute.

Besides molecular and pathological benefits, the study also shows targeting DNA repair genes can ameliorate locomotor and gait deficits, improve neuronal synaptic protein levels and reduce glial cell over-reactivity.

“We were surprised to see the potent and sustained effects of targeting these mismatch repair genes in HD mice – the benefit lasts up to 20 months of age in a mouse, which would be comparable to about 60 years in humans,” said Yang. “Our study suggests that these genes are not just disease modifiers, as suggested by the previous studies, but are genetic drivers of Huntington's disease.”

“These remarkable results demonstrate that a subset of mismatch repair genes is driving disease in vulnerable neurons because they confer the fastest rate of CAG repeat expansion in these neurons,” said Dr. Yang. “And our study provides mechanistic links that help to

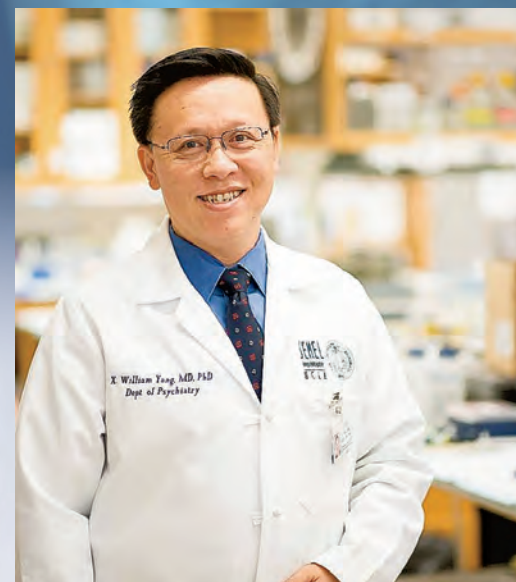


photo courtesy of UCLA Health

bridge modifier genes from patients, mismatch repair gene driven repeat expansion and selective neuronal vulnerability in HD.”

The study provides important therapeutic implications. Moreover, it shows targeting these mismatch repair genes could benefit multiple brain regions, including brain areas with early-onset (striatum) or late-onset (cortex) pathologies. Thus, it implies therapies targeting this disease mechanism could be helpful both in delaying the onset or slowing the progression of the disease.

Additionally, this study demonstrates that an HD mouse model and its constellation of molecular, pathological and behavioral phenotypes could constitute a platform to test novel therapeutics targeting the HD modifier genes involved in CAG repeat expansion or mechanisms improving the resilience or health of HD-vulnerable neurons.

Inherited dynamic DNA repeat mutations affect over 30 neurological disorders and several of them also found mismatch repair genes that could affect the repeat instability or disease severity. The mechanistic findings and model platform could help discover therapies for these other disorders as well. |

-Paul Williams



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# MapQuest Vows to Protect Privacy with its New Mapping App

The simple-to-use app features anonymous analytics, only-on-device preferences

**L**os Angeles-headquartered MapQuest has announced the release of *Private Maps by MapQuest* – the first app from a leading mapping brand specifically designed to protect users' privacy. Secure, straightforward and free from invasive trackers, *Private Maps by MapQuest* shifts the focus of online mapping back to the journey, because “personal data shouldn't be the cost of finding your way.”

*Private Maps*, available now for download on Android devices, keeps routes private with no tracking, no sharing of data and no ads:

- **Anonymous Mode:** Search history stays on the device only and clears automatically when you close the app or with the push of a button
- **Private Favorites:** Go-to places saved only on the device
- **Anonymous Analytics:** Only anonymous data is used to make the app better while keeping privacy intact

“MapQuest introduced the world's first online mapping solution, and now we've come full circle with the launch of the most private mapping experience,” said MapQuest general manager John Chipouras. “MapQuest learned from the best when building our new *Private Maps* app: Startpage, the world's most private search engine. Collaborating with Startpage helped us better understand how to create top-tier privacy protections for people who want directions without jeopardizing their online privacy.”

MapQuest guides tens of millions of users monthly with maps, directions and route planning. It incorporates map content from HERE Technologies, which practices a privacy-by-design approach as part of its privacy charter. Acquired



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by System1 – an AI and machine learning-powered customer acquisition platform – MapQuest has undergone a significant tech transformation. MapQuest users now enjoy faster, more intuitive navigation thanks to major product, team and tech investments that include enhanced search capabilities and cutting-edge mapping data.

MapQuest's mission is to empower people and businesses to find what they need and navigate how to get there. It is now used by millions of people each month and also operates RoadWarrior, a subscription route-planning app that leverages a proprietary algorithm to streamline complex multi-stop itineraries for delivery drivers.

The company is now owned by System1, an industry-leading omnichannel digital marketing platform, powered by Machine Learning and AI. MapQuest's Private Maps concept is consistent with System1's privacy mission. System1 has stated as part of its mission that it believes everyone has the right to control their data, protect their privacy and be safe online, making it the company's duty to “bring privacy solutions to market that can benefit from our privacy-focused expertise.”

—Paul Williams



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# Southern California Industrial Poised to Rebound in 2025

Higher import volume, new laws could create a large uptick in leasing

In the vast Southern California industrial real estate market, asking rental rates hovered below historical highs as vacancy rates trended higher, and much of the new construction delivered vacant. However, higher import volume at local ports and an uptick in activity point toward improved market fundamentals. New legislation set to take effect in 2026 could increase the overall long-term value of industrial properties even while the full impact of potential tariffs on goods from China and other nations is yet to be determined.

“Despite a continued slowdown in leasing, early in 2025, we are seeing some improvement in activity in core industrial markets in Southern California, which shows stronger signs of stabilization overall,” said Jeff Chiate, executive vice chair of industrial capital markets for Cushman & Wakefield.

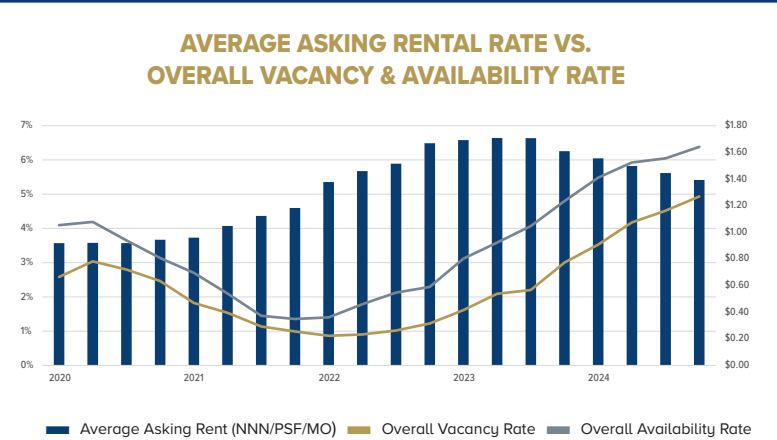
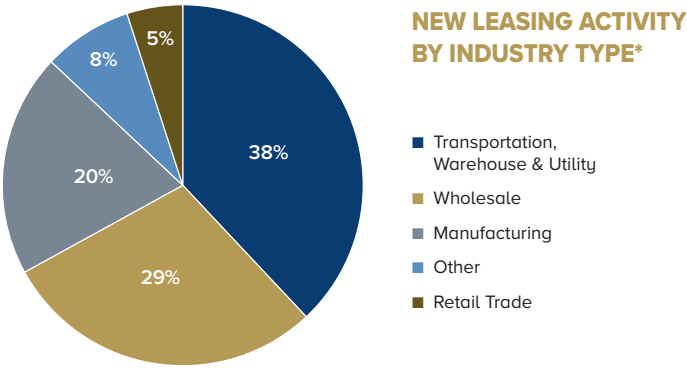
The overall vacancy rate in Los Angeles County was 4.9% at year-end 2024. Availability rates, which include space landlords are marketing for lease prior to tenants vacating, are typically a leading indicator for future vacancy levels. The availability rate was 6.4% for Los Angeles, up from 4.8% one year earlier. The slowdown in leasing activity has led to a decrease in asking rental rates, which have fallen for five straight quarters in Los Angeles, according to data from Cushman & Wakefield. Despite those declines, long-term rent growth spurred by the pandemic has increased rents by 54% compared with pre-pandemic levels.

[Continues on page 28]

## LOS ANGELES

## SUPPLY & DEMAND REPORT INDUSTRIAL SNAPSHOT – Q4 2024

- ▲ **42.1 Million SF**  
TOTAL DIRECT AVAILABLE
- ▲ **9.2 Million SF**  
TOTAL SUBLEASE AVAILABLE
- ▲ **6.4%**  
OVERALL AVAILABILITY RATE
- ▲ **4.9%**  
OVERALL VACANCY RATE
- ▼ **\$1.39**  
AVERAGE ASKING RENT (NNN/PSF/MO)
- ▲ **-9.1 Million SF**  
YTD OVERALL ABSORPTION
- ▲ **29.1 Million SF**  
YTD LEASING ACTIVITY
- ▼ **2.0%**  
YOY WAREHOUSE EMPLOYMENT GROWTH



### LARGEST DEALS Q4 2024

TENANT	SIZE (SF)	LEASE
SUNNY DISTRIBUTOR	407,638	DIRECT
SOURCE LOGISTICS	374,370	DIRECT
MCKINLEY PACKAGING	274,091	RENEWAL*
DCW LOGISTICS	231,008	DIRECT
BLUE RIDGE HOME FASHIONS	206,584	RENEWAL*
U.S. VENTURE, INC.	174,047	DIRECT
Z GLOBAL LOGISTICS (JAZWARES)	163,436	DIRECT
C.H. ROBINSON COMPANY, INC.	141,100	RENEWAL*
AXELAVATE	129,371	SUBLEASE
FREEZPAK	117,088	DIRECT

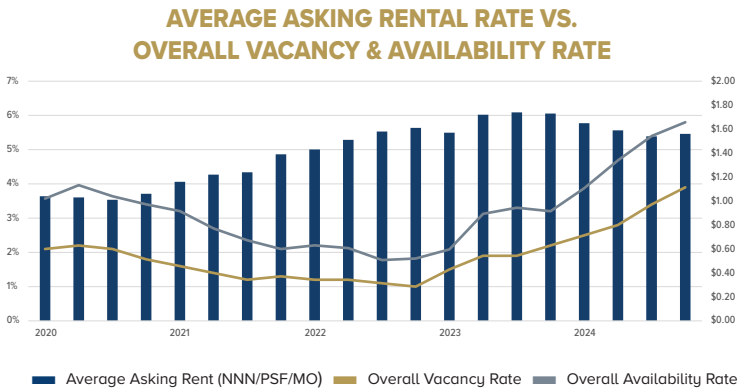
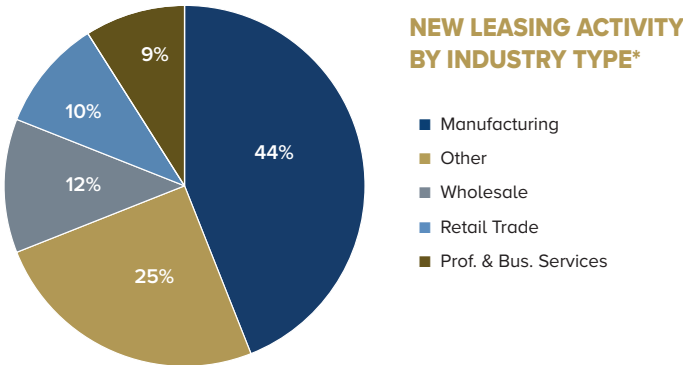
\*Renewals not included in statistics.

Data provided by Cushman and Wakefield, a global commercial real estate services firm. The company tracks commercial real estate market activity including supply, demand and pricing trends.

ORANGE COUNTY

SUPPLY & DEMAND REPORT INDUSTRIAL SNAPSHOT – Q4 2024

- 12.7 Million SF  
TOTAL DIRECT  
AVAILABLE
- 2.1 Million SF  
TOTAL SUBLEASE  
AVAILABLE
- 5.8%  
OVERALL  
AVAILABILITY RATE
- 3.9%  
OVERALL  
VACANCY RATE
- \$1.56  
AVERAGE ASKING  
RENT (NNN/PSF/MO)
- 3.2 Million SF  
YTD OVERALL  
ABSORPTION
- 6.8 Million SF  
YTD LEASING  
ACTIVITY
- 0%  
YOY WAREHOUSE  
EMPLOYMENT GROWTH



LARGEST DEALS Q4 2024

TENANT	SIZE (SF)	LEASE
HAMPTON PRODUCTS	307,781	RENEWAL*
ADIANT AEROSPACE	280,460	NEW
CONFIDENTIAL	136,998	NEW
TRANSPAK, INC.	96,000	NEW
HACTI	91,600	NEW
7 DIAMONDS	87,000	SUBLEASE
HYUNDAI MOTOR AMERICA	69,136	NEW
QTM	65,517	NEW
OMI SPECIALTY PRODUCTS LLC	62,396	NEW
ACRO TECH SERVICE	55,214	NEW

\*Renewals not included in statistics.

[Continued from page 27]

The vacancy rate in **Orange County** increased for the eighth consecutive quarter to 3.9%, and overall annual net absorption fell by 3.2 million square feet, which was the first annual decline since 2014. In the **Inland Empire**, vacancy increased by 3.2% year over year to 8.0%. Sublease space, which is placed on the market by tenants who offer their space for lease, accounted for 22% of the availability in the Inland Empire. **San Diego's** overall industrial vacancy rate increased to 6.5% at year-end 2024. That's the county's highest vacancy rate since 2014.

Development Slowdown

Most new construction occurs in the Inland Empire, where there is more land available for industrial development and easy access to the region's rail and highway system that allow for goods to be transported from the ports with more ease. The Inland Empire added 22.8 million square feet of industrial space in 2024 compared with 6.5 million square feet in Los Angeles County and 1.3 million square feet in OC. However, many of those buildings were vacant upon completion, and the region's vacancy rate has moved higher. Development has decreased, and there were 12.6 million square feet under construction in the Inland Empire at the start of 2025, which represents the lowest construction level since 2014.

Construction activity in San Diego is mainly limited to areas near the border in Otay Mesa. The largest San Diego project under construction is a 1.1-million-square-foot warehouse for Amazon, which accounted for nearly half of the 2.5 million square feet underway. Proposed projects call for an additional five million square feet, but financing challenges due to high interest rates and labor shortages could delay future development projects.

Moreover, changes to state laws surrounding warehouse development will be implemented in 2026 and have the potential to drastically reduce new construction. California Assembly Bill No. 98,

which passed last year and will become effective on January 1, 2026, regulates new warehouse construction and operations for properties that are 250,000 square feet or larger. Investors have reset expectations, and pricing has dropped by 30-40% from peak prices, but the market may strengthen with fewer development opportunities, according to Cushman & Wakefield's Chiate.

"With Southern California's industrial construction pipeline slowing dramatically, there will be limited new options in 18-24 months," said Chiate.

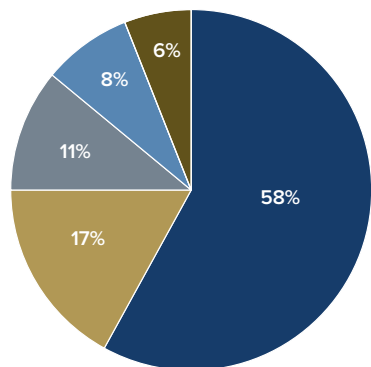
- David Nusbaum



## SUPPLY &amp; DEMAND REPORT INDUSTRIAL SNAPSHOT – Q4 2024

## INLAND EMPIRE

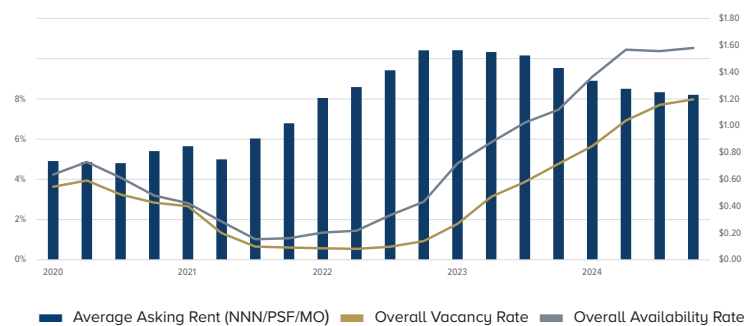
- 52.4 Million SF**  
TOTAL DIRECT AVAILABLE
- 15.0 Million SF**  
TOTAL SUBLEASE AVAILABLE
- 10.5%**  
OVERALL AVAILABILITY RATE
- 8.0%**  
OVERALL VACANCY RATE
- \$1.23**  
AVERAGE ASKING RENT (NNN/PSF/MO)
- 1.2 Million SF**  
YTD OVERALL ABSORPTION
- 46 Million SF**  
YTD LEASING ACTIVITY
- 4.9%**  
YOY WAREHOUSE EMPLOYMENT GROWTH



## NEW LEASING ACTIVITY BY INDUSTRY TYPE\*

- Transportation, Warehouse & Utility
- Retail Trade
- Manufacturing
- Wholesale
- Other

## AVERAGE ASKING RENTAL RATE VS. OVERALL VACANCY &amp; AVAILABILITY RATE



## LARGEST DEALS Q4 2024

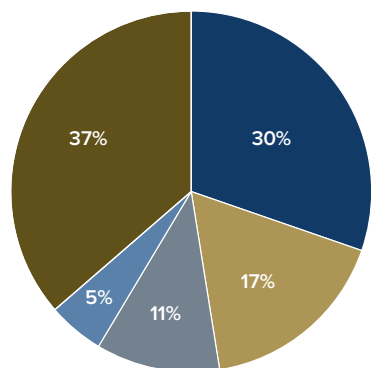
TENANT	SIZE (SF)	LEASE
US ELOGISTICS SERVICE	600,000	SUBLEASE
WHITE HORSE LOGISTICS	560,025	NEW
LC LOGISTICS	557,500	NEW
BURLINGTON COAT FACTORY	542,977	RENEWAL*
ARMSTRONG LOGISTIC	480,000	NEW
AMERISOURCEBERGEN DRUG CORP.	436,424	NEW
CAINIAO	424,427	NEW
PROMPT APPAREL	398,775	RENEWAL*
MAYROCK	349,552	SUBLEASE
JW FULFILLMENT	341,000	NEW

\*Renewals not included in statistics.

## SUPPLY &amp; DEMAND REPORT INDUSTRIAL SNAPSHOT – Q4 2024

## SAN DIEGO

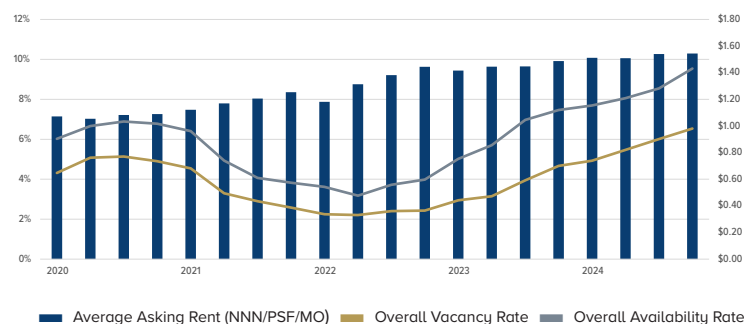
- 12.6 Million SF**  
TOTAL DIRECT AVAILABLE
- 2.8 Million SF**  
TOTAL SUBLEASE AVAILABLE
- 9.5%**  
OVERALL AVAILABILITY RATE
- 6.5%**  
OVERALL VACANCY RATE
- \$1.54**  
AVERAGE ASKING RENT (NNN/PSF/MO)
- 1.4 Million SF**  
YTD OVERALL ABSORPTION
- 4.3 Million SF**  
YTD LEASING ACTIVITY
- 1.6%**  
YOY WAREHOUSE EMPLOYMENT GROWTH



## NEW LEASING ACTIVITY BY INDUSTRY TYPE\*

- Manufacturing
- Construction
- Transportation, Warehouse & Utility
- Wholesale
- Other

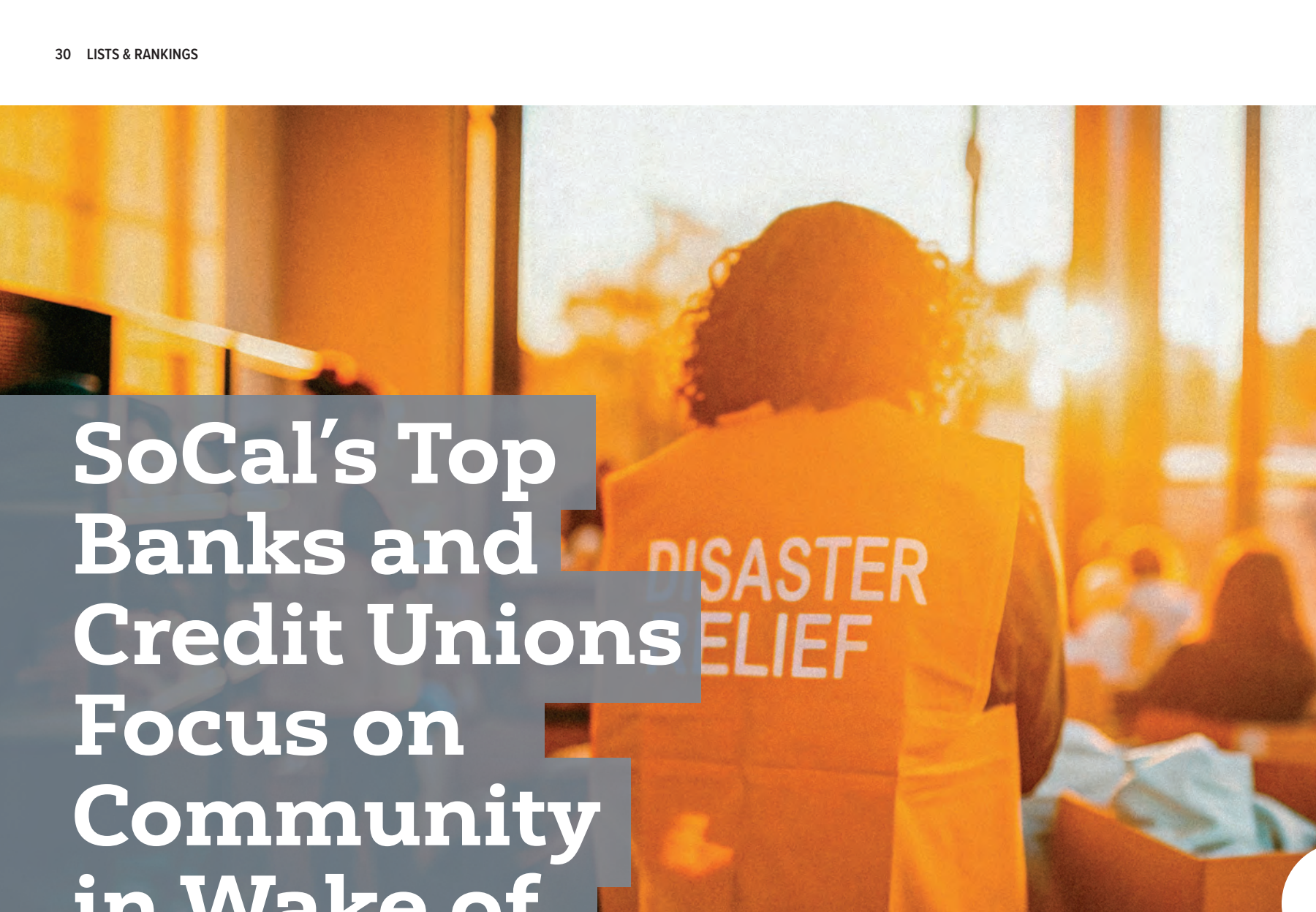
## AVERAGE ASKING RENTAL RATE VS. OVERALL VACANCY &amp; AVAILABILITY RATE



## LARGEST DEALS Q4 2024

TENANT	SIZE (SF)	LEASE
ALESMTIH BREWING	105,636	RENEWAL*
FOXX DEVELOPMENT	102,099	EXPANSION
SLEEP TRAIN	66,376	NEW
LAND-RON	63,226	NEW
COTTON COLLECTIVE	62,576	NEW
ABENA	51,152	NEW
DAIKIN	39,716	NEW
VMACO	35,647	NEW
ACOSTA GROUP	35,400	RENEWAL*
PACKAGING SOLUTIONS	34,019	NEW
CURBELL PLASTICS	25,600	RENEWAL*

\*Renewals not included in statistics.



# SoCal's Top Banks and Credit Unions Focus on Community in Wake of Wildfires

Millions pour into relief for affected communities from Southern California financial institutions

The banking business has been impacted by higher interest rates, new technology and consolidation within the industry, but the wildfires that scorched Southern California in January have had an unprecedented impact on the lives of residents, employees and clients. Many banks and other financial institutions responded by creating funds or donating to local organizations that support fire relief in the midst of ongoing commercial banking operations.

City National Bank, a subsidiary of Royal Bank of Canada, is the largest bank headquartered in Southern California. It committed \$3 million to nonprofits and foundations supporting wildfire relief, including the American Red Cross, Entertainment Industry Foundation and United Way Los Angeles, among others.

"As the largest bank headquartered in Los Angeles, this tragedy is deeply personal for us. Our clients, colleagues and communities are suffering unimaginable devastation," said Howard Hammond, chief executive and president of City National Bank, in a statement. "We know we have an important role to play in helping address both the immediate needs in the wake of these fires as well as in the long-term work to rebuild."

City National Bank has also expanded its local presence recently by opening a new branch in Whittier in one of a collection of buildings that has been redeveloped at the former site of the Fred C. Nelles Youth Correctional Facility. The facility shuttered in 2004 and was acquired by Brookfield Residential in 2019, which repositioned it into a mixed-use project. It is adjacent to 500 new homes and 200 apartments, along with restaurants and other retail spanning 16 acres.

Banc of California, which completed a merger with PacWest Bancorp in 2023, created a charitable fund and committed \$1 million to local communities affected by the wildfires. The bank will establish an advisory board comprised of



business and civic leaders to ensure that funds are directed to those impacted by the fires.

"We are creating this fund in part because of our unique position in the community and because of the significant outpouring of inquiries we have received from those across our country wanting to help Los Angeles," said Jared Wolff, chief executive of Banc of California, in a statement.

Pasadena-based East West Bank contributed \$250,000 through its East West Bank Foundation to the Pasadena Community Foundation's Eaton Fire Fund. It reported minimal direct losses from the fires and has made support of the small number of customers and employees who were affected a priority. For customers, it activated a "Skip-a-Pay" program, which has been used in past disasters that allows homeowners to delay mortgage payments. Employees created a relief fund, and the bank matched their contributions to help them through this difficult time.

"As a long-time resident, I've witnessed the resilience and spirit of our Pasadena community in the face of challenges," said Dominic Ng, chairman and chief executive of East West Bank, in a statement.

East West Bank contributed an additional \$100,000 to the YMCA of Metropolitan Los Angeles. It has ties to the arts community and reached out to museums, foundations and arts supporters to help establish the LA Arts Community Fire Relief Fund, which received pledges of \$12 million.

Other regional banks that announced contributions include CBTC Bank, which contributed \$300,000 to the Los Angeles County Economic Development Corp.'s small business recovery efforts. Preferred Bank donated \$250,000 split among Tzu Chi USA, Pasadena Community Foundation, Alliance for a Better Community and the Los Angeles Fire Department Foundation. It also matched employee donations for wildfire relief above its corporate contribution. Bank of Hope contributed \$100,000 to United Way of Greater Los Angeles Wildfire Relief Fund, California Bank & Trust spread a \$100,000 donation across several organizations and Western Alliance Bancorp made a \$100,000 contribution to the American Red Cross.

Credit unions, which typically have membership requirements that closely align to a geographic region or a large local employer, have also made significant contributions towards wildfire relief.

Tustin-based SchoolsFirst Federal Credit Union, the largest credit union headquartered in Southern California with \$31.9 billion in assets, announced donations of more than \$220,000 to local organizations. The credit union identified more than 20,000 members who may have been impacted by the fires. It has provided goodwill funds, emergency relief personal loans, skips or deferments on loan and credit card payments, waived fees and other lending assistance.

"Unfortunately, we have been with our members through these types of devastating situations too many times. Through these experiences, we have learned that the best way to be there for them is by working with each member one-on-one to offer support tailored to their



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unique needs," said Bill Cheney, chief executive officer of SchoolsFirst FCU, in a statement.

### Executive Moves

Los Angeles-based RBB Bancorp, the parent company of Royal Business Bank, announced a change in the company's leadership, effective May 22. Johnny Lee, who previously served as president and chief banking officer, will become chief executive when current chief executive David Morris retires. He previously worked at Pasadena-based East West Bank from 2021 to 2023 before joining Royal Business Bank and has more than 35 years of banking experience. Royal Business Bank operates locations in Southern California, New York City, Chicago and Honolulu.

Farmers Insurance Federal Credit Union, a \$1.4-billion credit union headquartered in Burbank, named Mirella Reznic as chief executive and president, effective February 3. Prior chief executive Laura Campbell retired.

"Mirella's selection comes after a rigorous and thoughtful process of assessing and interviewing numerous, highly qualified and impressive internal and external candidates," said Rudy Trevino, Farmers Insurance FCU board chairman, in a statement. ■

- David Nusbaum



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# TOP 50 BANKS

## in Southern California

LA Times Studios presents the 50 largest banks headquartered in Southern California ranked by assets as of Dec. 31, 2024. The list includes banks headquartered in Los Angeles, Orange, San Bernardino, Riverside and San Diego counties. Financial information was provided by the Federal Deposit Insurance Corp., the federal agency that oversees the banking industry. As a group, the 50 largest banks headquartered in Southern California had \$412 billion in assets. They employ more than 6,400 people and operate more than 300 branches combined.

3

**Banc of California**  
bancofcal.com

Total Assets:  
**\$33.5 billion**

Employees:  
1,897

Established: 1941

Branches: 100

Headquarters:  
Los Angeles

**Jared Wolff**  
CEO & President

4

**Cathay Bank**  
cathaybank.com

Total Assets:  
**\$23.0 billion**

Employees:  
1,266

Established: 1962

Branches: 67

Headquarters:  
Los Angeles

**Chang Liu**  
CEO & President

5

**Axos Bank**  
axosbank.com

Total Assets:  
**\$22.8 billion**

Employees:  
1,337

Established: 2000

Branches: 2

Headquarters:  
San Diego

**Gregory Garrabrants**  
CEO & President

6

**Pacific Premier Bank**  
ppbi.com

Total Assets:  
**\$17.9 billion**

Employees:  
1,325

Established: 1983

Branches: 59

Headquarters:  
Irvine

**Steven Gardner**  
Chairman & CEO

7

**Bank of Hope**  
bankofhope.com

Total Assets:  
**\$17.1 billion**

Employees:  
1,259

Established: 1980

Branches: 51

Headquarters:  
Los Angeles

**Kevin Kim**  
Chairman, CEO & President

8

**Citizens Business Bank**  
cbbank.com

Total Assets:  
**\$15.2 billion**

Employees:  
1,053

Established: 1974

Branches: 69

Headquarters:  
Ontario

**David Brager**  
CEO & President

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Executive Vice President  
Head of U.S. Mortgage Banking



**Brandy Han**  
Executive Vice President  
Capital Markets



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# BANC WITH STRENGTH



**BANC OF  
CALIFORNIA**

**When you're building a business, you need a bank with the strength, expertise and commitment to tailor solutions to your unique needs.**

At Banc of California, we deliver on all three: financial stability that instills confidence, industry expertise that provides a strategic edge, and premier relationship banking with personalized solutions designed to grow and manage your business.

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# TOP 50 BANKS in Southern California

<b>9</b> <b>First Foundation Bank</b> <a href="http://firstfoundationinc.com">firstfoundationinc.com</a> Total Assets: <b>\$12.6 billion</b> Established: 1990 Branches: 30 Employees: 490 Headquarters: Irvine <b>Thomas Shafer</b> <i>Chief Executive Officer</i>	<b>10</b> <b>Farmers &amp; Merchants Bank</b> <a href="http://fmb.com">fmb.com</a> Total Assets: <b>\$11.7 billion</b> Established: 1907 Branches: 27 Employees: 805 Headquarters: Long Beach <b>Henry Walker</b> <i>Chief Executive Officer</i>	<b>11</b> <b>Mizrahi Tefahot Bank USA</b> <a href="http://umtbusa.com">umtbusa.com</a> Total Assets: <b>\$8.27 billion</b> Established: 1923 Branches: 1 Employees: N/A Headquarters: Los Angeles <b>Eitan Sapir</b> <i>Head of U.S. Banking</i>
<b>12</b> <b>Hanmi Bank</b> <a href="http://hanmi.com">hanmi.com</a> Total Assets: <b>\$7.64 billion</b> Established: 1982 Branches: 34 Employees: 595 Headquarters: Los Angeles <b>Bonnie Lee</b> <i>CEO &amp; President</i>	<b>13</b> <b>Preferred Bank</b> <a href="http://preferredbank.com">preferredbank.com</a> Total Assets: <b>\$6.92 billion</b> Established: 1991 Branches: 15 Employees: 323 Headquarters: Los Angeles <b>Li Yu</b> <i>Chairman &amp; CEO</i>	<b>14</b> <b>SMBC MANUBANK</b> <a href="http://smbcmanubank.com">smbcmanubank.com</a> Total Assets: <b>\$6.34 billion</b> Established: 1962 Branches: 8 Employees: 906 Headquarters: Los Angeles <b>Kazuhisa Miyagawa</b> <i>Chairman &amp; CEO</i>
<b>15</b> <b>First American Trust FSB</b> <a href="http://firstamtrust.com">firstamtrust.com</a> Total Assets: <b>\$6.12 billion</b> Established: 1985 Branches: 10 Employees: 195 Headquarters: Santa Ana <b>Matt McCreadie</b> <i>Chief Executive Officer</i>	<b>16</b> <b>CTBC Bank (USA)</b> <a href="http://ctbcbankusa.com">ctbcbankusa.com</a> Total Assets: <b>\$5.22 billion</b> Established: 1989 Branches: 20 Employees: 373 Headquarters: Los Angeles <b>Noor Menai</b> <i>CEO &amp; President</i>	<b>17</b> <b>American Business Bank</b> <a href="http://americanbb.bank">americanbb.bank</a> Total Assets: <b>\$4.04 billion</b> Established: 1998 Branches: 5 Employees: 247 Headquarters: Los Angeles <b>Leon Blankstein</b> <i>CEO &amp; President</i>
<b>18</b> <b>California Bank of Commerce</b> <a href="http://californiabankofcommerce.com">californiabankofcommerce.com</a> Total Assets: <b>\$4.03 billion</b> Established: 2001 Branches: 14 Employees: 289 Headquarters: San Diego <b>Steven Shelton</b> <i>Chief Executive Officer</i>	<b>19</b> <b>Royal Business Bank</b> <a href="http://royalbusinessbankusa.com">royalbusinessbankusa.com</a> Total Assets: <b>\$3.99 billion</b> Established: 2008 Branches: 25 Employees: 372 Headquarters: Los Angeles <b>Johnny Lee</b> <i>CEO &amp; President</i>	<b>20</b> <b>Commercial Bank of California</b> <a href="http://cbcal.com">cbcal.com</a> Total Assets: <b>\$3.54 billion</b> Established: 2003 Branches: 6 Employees: 297 Headquarters: Irvine <b>Ash Patel</b> <i>Chairman, CEO &amp; President</i>



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# Redefining Banking

A true visionary always considers what is, what's next, and develops a path forward. We're happy to celebrate David Park and his dedication to driving innovation and growth at Axos. **Congratulations David for being recognized as a visionary in the financial industry.**



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**David Park**  
Executive Vice President and  
Head of Commercial Banking  
and Treasury Management

# TOP 50 BANKS

in Southern California

<b>21</b> <b>PCB Bank</b> <b>mypcbbank.com</b> Total Assets: <b>\$3.06 billion</b> Established: 2003 Branches: 16 Employees: 262 Headquarters: Los Angeles <b>Henry Kim</b> CEO & President	<b>22</b> <b>CalPrivate Bank</b> <b>calprivate.bank</b> Total Assets: <b>\$2.42 billion</b> Established: 2006 Branches: 6 Employees: 223 Headquarters: La Jolla <b>Rick Sowers</b> CEO & President	<b>23</b> <b>Open Bank</b> <b>myopenbank.com</b> Total Assets: <b>\$2.37 billion</b> Established: 2005 Branches: 16 Employees: 231 Headquarters: Los Angeles <b>Min Kim</b> CEO & President
<b>24</b> <b>CBB Bank</b> <b>cbb-bank.com</b> Total Assets: <b>\$1.82 billion</b> Established: 2005 Branches: 10 Employees: 168 Headquarters: Los Angeles <b>James Hong</b> CEO & President	<b>25</b> <b>CommerceWest Bank</b> <b>cwbk.com</b> Total Assets: <b>\$1.49 billion</b> Established: 2001 Branches: 1 Employees: 78 Headquarters: Irvine <b>Ivo Tjan</b> Chairman, CEO & President	<b>26</b> <b>Malaga Bank</b> <b>malagabank.com</b> Total Assets: <b>\$1.41 billion</b> Established: 1985 Branches: 5 Employees: 73 Headquarters: Palos Verdes Estates <b>Randy Bowers</b> Chairman, CEO & President
<b>27</b> <b>US Metro Bank</b> <b>usmetrobank.com</b> Total Assets: <b>\$1.40 billion</b> Established: 2006 Branches: 10 Employees: 151 Headquarters: Garden Grove <b>Dong Il Kim</b> CEO & President	<b>28</b> <b>Provident Savings Bank</b> <b>myprovident.com</b> Total Assets: <b>\$1.25 billion</b> Established: 1956 Branches: 14 Employees: 162 Headquarters: Riverside <b>Donavon Ternes</b> CEO & President	<b>29</b> <b>State Bank of India (California)</b> <b>sbical.com</b> Total Assets: <b>\$1.24 billion</b> Established: 1982 Branches: 8 Employees: 99 Headquarters: Los Angeles <b>Prakash Paranthaman</b> CEO & President
<b>30</b> <b>First General Bank</b> <b>fgbusa.com</b> Total Assets: <b>\$1.15 billion</b> Established: 2005 Branches: 5 Employees: 67 Headquarters: Rowland Heights <b>Cliff Hsu</b> CEO & President	<b>31</b> <b>Nano Banc</b> <b>nanobanc.com</b> Total Assets: <b>\$954 million</b> Established: 2007 Branches: 2 Employees: 66 Headquarters: Irvine <b>Mary Lynn Lenz</b> CEO & President	<b>32</b> <b>C3Bank</b> <b>c3bank.com</b> Total Assets: <b>\$950 million</b> Established: 1984 Branches: 5 Employees: 60 Headquarters: Encinitas <b>A.J. Moyer</b> Chief Executive Officer
<b>33</b> <b>Evertrust Bank</b> <b>evertrustbank.com</b> Total Assets: <b>\$946 million</b> Established: 1995 Branches: 8 Employees: 90 Headquarters: City of Industry <b>Charles Hsieh</b> CEO & President	<b>34</b> <b>HCN Bank</b> <b>hcnbank.com</b> Total Assets: <b>\$940 million</b> Established: 1974 Branches: 3 Employees: 90 Headquarters: Riverside <b>Kevin Farrenkopf</b> CEO & President	<b>35</b> <b>First Commercial Bank USA</b> <b>bankfcb.com</b> Total Assets: <b>\$866 million</b> Established: 1997 Branches: 8 Employees: 101 Headquarters: Alhambra <b>Jacob Chen</b> Chief Executive Officer
<b>36</b> <b>Golden State Bank</b> <b>goldenstatebank.com</b> Total Assets: <b>\$837 million</b> Established: 2003 Branches: 3 Employees: 66 Headquarters: Glendale <b>Mercedes Herrera</b> CEO & President	<b>37</b> <b>American Plus Bank</b> <b>bankaplus.com</b> Total Assets: <b>\$767 million</b> Established: 2007 Branches: 3 Employees: 43 Headquarters: Arcadia <b>John Nerland</b> CEO & President	<b>38</b> <b>Endeavor Bank</b> <b>endeavor.bank</b> Total Assets: <b>\$678 million</b> Established: 2018 Branches: 4 Employees: 77 Headquarters: San Diego <b>Dan Yates</b> Chief Executive Officer
<b>39</b> <b>Mission Valley Bank</b> <b>missionvalleybank.com</b> Total Assets: <b>\$677 million</b> Established: 2001 Branches: 3 Employees: 104 Headquarters: Sun Valley <b>Tamara Gurney</b> CEO & President	<b>40</b> <b>GBC International Bank</b> <b>gbcib.com</b> Total Assets: <b>\$671 million</b> Established: 1976 Branches: 8 Employees: 83 Headquarters: Los Angeles <b>Dennis Lam</b> CEO & President	<b>41</b> <b>Partners Bank of California</b> <b>pbofca.com</b> Total Assets: <b>\$664 million</b> Established: 2007 Branches: 2 Employees: 45 Headquarters: Mission Viejo <b>Michael Chambers</b> President
<b>42</b> <b>First Credit Bank</b> <b>N/A</b> Total Assets: <b>\$534 million</b> Established: 1983 Branches: 1 Employees: 24 Headquarters: West Hollywood <b>Farhad Ghassemieh</b> Chief Executive Officer	<b>43</b> <b>New Omni Bank</b> <b>newomnibank.com</b> Total Assets: <b>\$532 million</b> Established: 1980 Branches: 3 Employees: 61 Headquarters: Alhambra <b>Chris Huang</b> Chairman & CEO	<b>44</b> <b>Mega Bank</b> <b>megabankusa.com</b> Total Assets: <b>\$524 million</b> Established: 2008 Branches: 4 Employees: 53 Headquarters: San Gabriel <b>Julian Fong</b> CEO & President
<b>45</b> <b>Liberty Bank</b> <b>libertybk.com</b> Total Assets: <b>\$483 million</b> Established: 2001 Branches: 4 Employees: 65 Headquarters: Irvine <b>Don Griffith</b> Chief Executive Officer	<b>46</b> <b>Chino Commercial Bank</b> <b>chinocommercialbank.com</b> Total Assets: <b>\$466 million</b> Established: 2000 Branches: 5 Employees: 68 Headquarters: Chino <b>Dann Bowman</b> CEO & President	<b>47</b> <b>First Pacific Bank</b> <b>firstpacbank.com</b> Total Assets: <b>\$433 million</b> Established: 2006 Branches: 5 Employees: 49 Headquarters: Whittier <b>Nathan Rogge</b> CEO & President
<b>48</b> <b>Balboa Thrift and Loan</b> <b>balboathrift.com</b> Total Assets: <b>\$422 million</b> Established: 1980 Branches: 4 Employees: 90 Headquarters: Chula Vista <b>Debbie Escobedo</b> CEO & President	<b>49</b> <b>Pacific Alliance Bank</b> <b>pacificalliancebank.com</b> Total Assets: <b>\$412 million</b> Established: 2006 Branches: 3 Employees: 33 Headquarters: San Gabriel <b>Joe Chen</b> CEO & President	<b>50</b> <b>Community Commerce Bank</b> <b>ccombank.com</b> Total Assets: <b>\$400 million</b> Established: 1976 Branches: 4 Employees: 40 Headquarters: Claremont <b>Michael Lasher</b> CEO & President

# TOP CREDIT UNIONS

## in Southern California

LA Times Studios presents the 25 largest credit unions headquartered in Southern California ranked by assets as of Dec. 31, 2024. The list includes credit unions headquartered in Los Angeles, Orange, San Bernardino, Riverside and San Diego counties. Financial information was provided by the National Credit Union Administration, the federal agency that oversees the credit union industry. As a group, the 25 largest credit unions headquartered in Southern California have \$118 billion in assets. They employ more than 13,000 people and operate more than 500 branches combined.

1	<b>SchoolsFirst Federal Credit Union</b> <i><a href="http://schoolsfirstfcu.org">schoolsfirstfcu.org</a></i>	Total Assets: <b>\$31.9 billion</b> Established: 1934	Branches: 70 Members: 1,456,953	Headquarters: Tustin	<b>Bill Cheney</b> <i>Chief Executive Officer</i>
2	<b>Logix Federal Credit Union</b> <i><a href="http://logixbanking.com">logixbanking.com</a></i>	Total Assets: <b>\$9.73 billion</b> Established: 1937	Branches: 18 Members: 252,513	Headquarters: Valencia	<b>Ana Fonseca</b> <i>CEO &amp; President</i>
3	<b>San Diego County Credit Union</b> <i><a href="http://sdccu.com">sdccu.com</a></i>	Total Assets: <b>\$9.17 billion</b> Established: 1938	Branches: 40 Members: 427,820	Headquarters: San Diego	<b>Teresa Campbell</b> <i>CEO &amp; President</i>
4	<b>Kinecta Federal Credit Union</b> <i><a href="http://kinecta.org">kinecta.org</a></i>	Total Assets: <b>\$6.66 billion</b> Established: 1940	Branches: 24 Members: 250,752	Headquarters: Manhattan Beach	<b>Keith Sultemeier</b> <i>CEO &amp; President</i>
5	<b>Mission Federal Credit Union</b> <i><a href="http://missionfed.com">missionfed.com</a></i>	Total Assets: <b>\$6.61 billion</b> Established: 1961	Branches: 35 Members: 314,763	Headquarters: San Diego	<b>Doug Wright</b> <i>CEO &amp; President</i>

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Congratulations  
**Steve O'Connell, President & CEO**  
for being recognized as a 2025  
**Banking & Finance Visionary**



**California**  
CREDIT UNION

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# TOP CREDIT UNIONS

## in Southern California

6	<b>Wescom Credit Union</b> <i>wescom.org</i>	Total Assets: <b>\$6.28 billion</b> Established: 1934	Branches: 31 Members: 252,184	Headquarters: Pasadena	<b>Darren Williams</b> CEO & President
7	<b>California Credit Union</b> <i>ccu.com</i>	Total Assets: <b>\$5.05 billion</b> Established: 1933	Branches: 26 Members: 197,614	Headquarters: Glendale	<b>Steve O'Connell</b> CEO & President
8	<b>Premier America Credit Union</b> <i>premieramerica.com</i>	Total Assets: <b>\$3.40 billion</b> Established: 1957	Branches: 22 Members: 112,205	Headquarters: Chatsworth	<b>Rudy Pereira</b> CEO & President
9	<b>California Coast Credit Union</b> <i>calcoastcu.org</i>	Total Assets: <b>\$3.36 billion</b> Established: 1929	Branches: 26 Members: 207,273	Headquarters: San Diego	<b>Todd Lane</b> CEO & President
10	<b>Nuvision Federal Credit Union</b> <i>nuvisionfederal.org</i>	Total Assets: <b>\$3.31 billion</b> Established: 1935	Branches: 39 Members: 177,905	Headquarters: Huntington Beach	<b>Roger Ballard</b> Chief Executive Officer
11	<b>Credit Union of Southern California</b> <i>cusocal.org</i>	Total Assets: <b>\$2.89 billion</b> Established: 1954	Branches: 21 Members: 154,823	Headquarters: Anaheim	<b>Dave Gunderson</b> CEO & President
12	<b>Orange County's Credit Union</b> <i>orangecountyscu.org</i>	Total Assets: <b>\$2.74 billion</b> Established: 1938	Branches: 11 Members: 140,106	Headquarters: Santa Ana	<b>Kathy Jumper</b> CEO & President
13	<b>F&amp;A Federal Credit Union</b> <i>fafcu.org</i>	Total Assets: <b>\$2.69 billion</b> Established: 1936	Branches: 2 Members: 43,906	Headquarters: Monterey Park	<b>Tim Green</b> CEO & President
14	<b>Partners Federal Credit Union</b> <i>partnersfcu.org</i>	Total Assets: <b>\$2.59 billion</b> Established: 1968	Branches: 13 Members: 179,226	Headquarters: Burbank	<b>Ricky Otey</b> CEO & President
15	<b>Altura Credit Union</b> <i>alturacu.com</i>	Total Assets: <b>\$2.58 billion</b> Established: 1957	Branches: 23 Members: 201,859	Headquarters: Riverside	<b>Jennifer Binkley</b> CEO & President
16	<b>Arrowhead Credit Union</b> <i>arrowheadcu.org</i>	Total Assets: <b>\$2.47 billion</b> Established: 1949	Branches: 20 Members: 219,167	Headquarters: Rancho Cucamonga	<b>Darin Woinarowicz</b> CEO & President
17	<b>Financial Partners Credit Union</b> <i>fpcu.org</i>	Total Assets: <b>\$2.24 billion</b> Established: 1937	Branches: 19 Members: 93,247	Headquarters: Downey	<b>Nader Moghaddam</b> CEO & President
18	<b>Firefighters First Credit Union</b> <i>firefightersfirstcu.org</i>	Total Assets: <b>\$2.21 billion</b> Established: 1935	Branches: 15 Members: 69,319	Headquarters: Los Angeles	<b>Dixie Abramian</b> CEO & President
19	<b>First Entertainment Credit Union</b> <i>firstent.org</i>	Total Assets: <b>\$2.11 billion</b> Established: 1967	Branches: 7 Members: 87,095	Headquarters: Hollywood	<b>Stephen Owen</b> CEO & President
20	<b>LBS Financial Credit Union</b> <i>lbsfcu.org</i>	Total Assets: <b>\$2.04 billion</b> Established: 1935	Branches: 8 Members: 138,516	Headquarters: Westminster	<b>Sean Hardeman</b> CEO & President
21	<b>Caltech Employees Federal Credit Union</b> <i>cefcu.org</i>	Total Assets: <b>\$2.03 billion</b> Established: 1950	Branches: 4 Members: 34,272	Headquarters: La Cañada Flintridge	<b>John Meeker</b> CEO & President
22	<b>Northrop Grumman Federal Credit Union</b> <i>ngfcu.us</i>	Total Assets: <b>\$1.53 billion</b> Established: 1946	Branches: 27 Members: 76,207	Headquarters: Gardena	<b>Mark Rabinowitz</b> CEO & President
23	<b>Farmers Insurance Federal Credit Union</b> <i>figfcu.org</i>	Total Assets: <b>\$1.44 billion</b> Established: 1936	Branches: 10 Members: 65,103	Headquarters: Los Angeles	<b>Mirella Reznic</b> Chief Executive Officer
24	<b>Frontwave Credit Union</b> <i>frontwavecu.com</i>	Total Assets: <b>\$1.41 billion</b> Established: 1952	Branches: 13 Members: 125,171	Headquarters: Oceanside	<b>William Birnie</b> CEO & President
25	<b>Los Angeles Police Federal Credit Union</b> <i>lapfcu.org</i>	Total Assets: <b>\$1.33 billion</b> Established: 1959	Branches: 4 Members: 46,867	Headquarters: Van Nuys	<b>John Roemer</b> CEO & President

# BANKING AND FINANCE VISIONARIES

Here are the dynamic individuals named Banking and Finance Visionaries for 2025. These advisors, financial experts, bankers and deal brokers represent the best of Southern California money experts. Their achievements over the last 24 months have been both exemplary and worthy of recognition in this publication.

However, more than what they've done to help their institutions and their customers, these individuals bring a living face and emotional depth to the often-complex, sometimes oblique world of the financial sector. They are the people who work with their clients, their colleagues and their communities to ensure that money is handled smartly – and with a human touch. On the following pages, learn more about their stories, their backgrounds and their passion for their chosen specialties.



**Trever Acers**

**Founder & Managing Director**

Objective, Investment Banking & Valuation  
**INVESTMENT BANKING**

**T**rever Acers is the founder and managing director of Objective, Investment Banking & Valuation, leading its technology practice. With over 20 years of experience in investment banking, acquisitions and strategy, he has closed over 25 sell-side transactions in the past five years. Acers has played a key role in Objective's growth, advising middle-market clients on M&A and exit strategies. Recent notable transactions include La Jolla Logic's sale to Boecore and Beacon Mobile's sale to DRB. A respected figure in Southern California's M&A market, he frequently speaks at industry events. Acers holds an M.B.A. from UCLA Anderson and FINRA Series 79 and 63 licenses. Previously, he held leadership roles at TGG Capital, Oxford Investment Group and EMC Corporations.

**R**aul A. Anaya is president and co-head of business banking at Bank of America and a member of its executive management team. He leads a nationwide team serving 11 million business owners and 3.4 million businesses with revenues up to \$50 million. Under his leadership, Bank of America is the top small business lender, with \$46.5 billion in loans. The highest-ranking Latino at the bank, he has driven record revenue growth and client acquisition. Anaya also oversees diversity initiatives, chairs the Hispanic-Latino Leadership Council and serves as the Greater Los Angeles Market President. He has advised

**Raul Anaya**

**President, Co-Head of Business Banking**

Bank of America  
**COMMERCIAL BANKING**



high-profile deals, led philanthropic efforts and worked closely with Los Angeles leaders to drive economic growth and workforce development.



**Lauren T. Attard**

**Counsel**

BakerHostetler  
**PROFESSIONAL SERVICES**

**L**auren Attard focuses on bankruptcy, restructuring and creditors' rights, with expertise in mass torts, damages and claims. She previously served as assistant general counsel at the Securities

Investor Protection Corporation (SIPC) and as legislative counsel to Congressman Brad Sherman on financial services and tax issues. In the past 24 months, she has led major cases, including representing a timber company facing \$300 million in claims from a 2022 Northern California fire and wineries suing PacifiCorp for losses from Oregon's 2020 wildfires. She also recovered over \$565 million for Douglas County families and timber companies affected by those fires. Attard's extensive experience in the financial and legal sectors strengthens her ability to handle complex litigation and settlements.



**Michael Baker**

**Wealth Manager**

Gerber Kawasaki Wealth & Investment Management  
**ASSET/INVESTMENT MANAGEMENT**

**M**ike Baker, CFP®, is an investment advisor representative and management team member at Gerber Kawasaki Wealth and Investment Management, where he oversees and trains junior advisors. He co-founded and leads the firm's aerospace and defense group, analyzing emerging investment opportunities. Baker also plays a key role in the corporate benefits division, helping companies design and manage 401(k) plans. As a CERTIFIED FINANCIAL PLANNER®, he provides strategic financial planning and wealth management for high-net-worth clients, entrepreneurs and professionals. A first-generation college graduate from San Diego State University, Baker mentors aspiring financial professionals through the Aztec Mentor Program and frequently speaks on financial wellness topics, helping individuals and businesses navigate complex financial decisions.



**Greg Banner**  
CEO & Senior Financial Adviser  
Asset Preservation Strategies  
ASSET/INVESTMENT MANAGEMENT

**G**reg Banner, CFP®, brings over 30 years of experience to Asset Preservation Strategies, specializing in financial planning for high-net-worth individuals, entrepreneurs and business owners. His expertise includes business growth and exit strategies, asset management, tax reduction, estate planning and alternative investments. He has a niche working with real estate developers and private equity to create income strategies. A sought-after speaker, Banner presents at industry events, including IMN Real Estate Family Office and Exit Planning Institute. He is an investment advisor representative with Axxcess Wealth Management, a licensed insurance broker and a California Registered Tax Preparer. He also holds a Chartered Life Underwriter (CLU®) designation and is endowed as a full Fellow of the Southern California Institute.



**Keith Patrick Banner**  
Partner  
Greenberg Glusker LLP  
PROFESSIONAL SERVICES

**K**eith Patrick Banner, a partner at Greenberg Glusker, specializes in bankruptcy, reorganization and corporate restructuring across industries including retail, technology, real estate and manufacturing. He advises companies, trustees, creditors and committees on out-of-

**R**ick Bechtel, executive vice president and head of U.S. mortgage at City National Bank, brings over 30 years of experience in residential lending. Based in Los Angeles, he leads CNB's mortgage strategy, overseeing sales, operations, capital markets and servicing. Under Bechtel's leadership, CNB expanded its mortgage and home equity capabilities, including the City National Ladder Up Home Loan Grant. The grant offers up to \$50,000 in majority Black or Hispanic census tracts in Los Angeles and up to \$20,000 in other qualifying areas. The Community Lending Team, now 30 members strong, has partnered with over 50 nonprofits

court workouts, Chapter 11 reorganizations and Chapter 7 liquidations. Previously, he clerked for Judge Peter H. Carroll and worked at an Am Law 100 firm and a boutique insolvency practice. Banner's experience includes bankruptcy litigation and creditor disputes. He has led high-profile cases, including HyreCar Inc.'s asset sale to Getaround and trustee representation in the \$45.76-million auction of Alex Khadavi's mansion. Recognized for pro bono work, he secured \$320,000 in student debt relief. He earned his J.D. from Loyola Law School and B.A. from UC Santa Barbara.

**Rick Bechtel**  
EVP & Head of U.S. Mortgage



City National Bank  
LENDING

and hosted nearly 400 workshops in 2024. Bechtel also serves on the LA Area Chamber of Commerce Board of Governors, collaborating with city leaders to drive economic progress.

**Darnel J. Bentz**  
Senior Wealth Advisor



Kayne Anderson Rudnick  
Wealth Advisors  
ASSET/INVESTMENT MANAGEMENT

**D**arnel Bentz, senior wealth advisor at Kayne Anderson Rudnick (KAR), was inspired to pursue finance after helping his widowed mother navigate financial decisions in college. After earning a marketing degree from Arizona State University in 2000, he spent seven years at Charles Schwab managing high-net-worth clients, later earning an M.B.A. from UCLA Anderson. At KAR, Bentz integrates alternative investments with traditional portfolios, growing his practice by over \$34 million in 2024. He serves on KAR's Wealth Advisory Investment Committee, ensuring top-tier strategies for clients. His goal is to build trust and provide financial peace of mind. Beyond work, Bentz volunteers as a youth coach and supports local and national charities, including the Manhattan Beach Education Foundation and the American Cancer Society.

## 2025 Banking & Finance Visionary



**Nanaz Benyamini**  
Partner, Tax Department

Nanaz is a Partner in SingerLewak's Nonprofit Tax practice, bringing over 28 years of tax and accounting expertise, with more than 20 years dedicated to tax-exempt organizations including state-chartered credit unions. She started her career at Deloitte & Touche, where she progressed to the role of Tax Senior Manager in their Los Angeles Tax Exempt Practice. Nanaz is an experienced speaker, having presented at events such as the CalCPA Not-for-Profit Conference and the Western Conference on Tax-Exempt Organizations.

## Where You Need Us

Barnes & Thornburg congratulates its own **Carolyn Hunt** for being recognized in the 2025 Banking & Finance Visionary issue published by LA Times Studios.



**Carolyn Hunt**  
Partner



**Nanaz Benyamini**

Partner

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**N**anaz Benyamini is a partner at SingerLewak with 29 years of experience in tax and accounting, including over 14 years as a tax-exempt specialist. She graduated from the University of Southern California with a Bachelor of Science in accounting. Benyamini began her career at Deloitte & Touche in 1996, advancing to tax senior manager in their Los Angeles tax exempt practice. She specializes in taxation for nonprofit organizations, offering compliance and consulting services tailored to their unique needs, including tax and operational requirements and unrelated business income. Additionally, she has expertise in for-profit taxation, covering individuals, flow-through entities and S corporations. As a Certified Public Accountant (CPA) and AICPA member, Benyamini delivers personalized and strategic tax planning solutions for diverse clients.



**Letitia Berbaum**

Founder &  
Wealth Advisor

Blue Sands Wealth  
ASSET/INVESTMENT  
MANAGEMENT

**L**etitia Berbaum founded Blue Sands Wealth to provide a focused, trustworthy approach to wealth management. She specializes in asset transfer strategies for high-net-worth individuals, strategic planning for business owners and financial planning for women. Her firm serves

**P**ippa Bond is a leading Capital Markets attorney with expertise in corporate finance, securities and restructuring. She serves as primary outside counsel for Ares Management (NYSE: ARES; \$378B AUM) and Blue Owl Capital (NYSE: OWL; \$166B AUM), advising on IPOs, capital markets transactions and governance. Her practice includes liability management and restructuring for major brands like Neiman Marcus, Staples and Equinox. Bond also counsels issuers, sponsors and underwriters in public offerings, debt placements and M&A deals. She serves on the boards of ASSIST, a nonprofit that matches academically talented, multilingual

individuals, families, widows and business owners navigating exit plans. Recognized as an Orange County Five-Star Wealth Manager for seven consecutive years, Berbaum holds AIF® and CEPA® designations and Series 66, Life and Long-Term Care Insurance licenses. She has been featured in Forbes Business Council and serves on the Brea Chamber of Commerce Women in Leadership Council. A sought-after speaker, she has presented at 14 wealth management conferences in 24 months. Berbaum was also honored as a "Woman of Achievement" by Senator Bob Archuleta's office for her contributions to the community.

**Pippa Bond**

Partner

Kirkland & Ellis LLP  
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international students with American independent secondary schools and Team IMPACT, a nonprofit that pairs children with serious illnesses with college sports teams.

**Richard Cabrera**

EVP & Head of  
Commercial Banking

Umpqua Bank  
COMMERCIAL  
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**R**ichard Cabrera is executive vice president and head of commercial banking at Umpqua Bank, leading banking services for mid-sized companies across eight states. Since joining in 2016, he has grown the division from 30 to over 350 bankers, expanding into key sectors like wine, healthcare and ESOP finance. Cabrera prioritizes a relationship-driven approach, acting as a trusted advisor beyond lending. Under his leadership, Umpqua has secured high-profile deals in entertainment, technology and healthcare. A San Diego State graduate, he is a finance visionary dedicated to supporting businesses and mentoring young Latino professionals, inspiring them to pursue careers in banking. Cabrera has been featured in CNN, MarketWatch, American Banker Magazine and more for his industry insights.

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## Tom Calahan

*SVP, Director of  
Business Development*

Partners Bank of California  
**COMMERCIAL  
BANKING**

**T**om Calahan is senior vice president and director of business development at Partners Bank of California, leading a team of six client advisors. As the bank expands, he plays a key role in growing its presence across California. Calahan spearheaded the bank's expansion into Los Angeles, launching the Beverly Hills branch in 2018 and generating over \$50 million in production within two years. Now based in Mission Viejo, he manages a nine-figure portfolio. Before joining Partners Bank in 2016, he began his financial services career in 2011 at US Bank, where he led the region in production as a business banker. A graduate of University of California, Irvine, Calahan continues to drive growth and client success at Partners Bank of California.



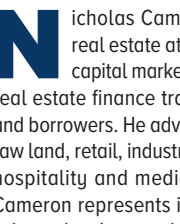
## Anthony R. Callobre

*Partner,  
Finance*

Blank Rome LLP  
**PROFESSIONAL  
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**A**nthony "Tony" R. Callobre, a partner at Blank Rome LLP's Los Angeles office, is a leading banking and finance attorney specializing in asset-based lending and fund finance. He represents lenders and borrowers in complex commercial loan transactions, including syndicated and

cross-border deals. Callobre heads Blank Rome's market-leading asset-based lending practice, advising major financial institutions like Bank of America, PNC Bank, Wells Fargo and East West Bank. His recent deals include multimillion-dollar syndicated credit facilities, acquisition financing and fund finance transactions. A recognized industry leader, he is actively involved in legal and finance organizations, including the American Bar Association and Secured Finance Network. Callobre has been ranked in Chambers USA and Best Lawyers in America for Banking and Finance Law.



## Nicholas Cameron

*Associate*

Cox, Castle & Nicholson  
**PROFESSIONAL  
SERVICES**

**N**icholas Cameron is a commercial real estate attorney on Cox Castle's capital markets team, specializing in real estate finance transactions for lenders and borrowers. He advises on deals involving raw land, retail, industrial, office, multifamily, hospitality and medical office properties. Cameron represents insurance companies, private lenders and banks in structuring complex loans and counsels borrowers on financing needs. His expertise includes drafting and negotiating loan documents, due diligence and closing logistics. He also advises institutional investors and developers on acquisitions, dispositions, joint ventures and Co-GP investment structures. Recent deals include a \$362-million syndicated loan for

land acquisition, a \$100-million construction finance facility and a multimillion-dollar mezzanine loan for multifamily development. A NAIOP SoCal member, Cameron actively engages in its Young Professionals Group and alumni committees.

## Sherry Cefali

*Managing  
Director*

Kroll, LLC  
**INVESTMENT  
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**S**herry Cefali is a managing director in the Duff & Phelps opinions practice of Kroll, LLC, and a member of the Fairness and Solvency Opinion Senior Review Committee. With over 30 years of experience, she advises companies and boards on valuations, fairness and solvency opinions. Cefali has led major transactions, including the largest REIT IPO in history for Lineage, Inc., solvency opinions for Howard Hughes Holdings and WP Carey and numerous private equity fund transactions for Blackstone and KKR. She serves on the board of RF Industries and is active in diversity and leadership initiatives, including Nareit's Dividends Through Diversity and Inclusion (DDI) Initiative to promote the recruitment, inclusion and advancement of women and members of other diverse groups in REITs and the broader commercial real estate industry.

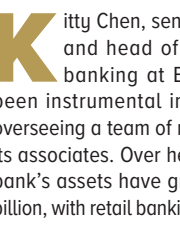


## Michael Chambers

*President & Chief  
Banking Officer*

Partners Bank of California  
**COMMERCIAL  
BANKING**

**M**ichael Chambers is the president and chief banking officer of Partners Bank of California and was appointed to its board of directors in 2023. An original investor and employee, he helped establish the bank in 2007, focusing on full-service banking for entrepreneurs in Orange and Los Angeles counties. Before joining Partners Bank, Chambers built his career at MBNA America Bank, where he managed telesales, customer service and affinity credit card partnerships for MLB, NFL and NBA. Beyond banking, he serves as advisory board chairman for the Boys and Girls Clubs of Capistrano Valley. Chambers holds a Bachelor of Science in political science from Coastal Carolina University and remains dedicated to supporting business owners with tailored financial solutions and long-term banking relationships.



## Kitty Ma Chen

*Senior Managing Director, Head  
of Retail & Business Banking*

East West Bank  
**COMMERCIAL  
BANKING**

**K**itty Chen, senior managing director and head of retail and business banking at East West Bank, has been instrumental in the bank's growth, overseeing a team of more than one-third of its associates. Over her 30-year career, the bank's assets have grown 30 times to \$75 billion, with retail banking achieving 10% asset growth in the past year. Chen played a key role in securing critical Paycheck Protection Program (PPP) funding for businesses during the pandemic and drove deposit growth amid the 2023 banking crisis. She championed trilingual banking services in English, Chinese and Spanish to enhance accessibility. As a

former co-chair of the East West Bank United Way Campaign, she fostered a culture of philanthropy within her team, inspiring high participation rates year after year.



## Henray Cohen

*Regional Senior  
Investment Officer*

Northern Trust  
**ASSET/INVESTMENT  
MANAGEMENT**

**H**enray Cohen is senior vice president and regional senior investment officer at Northern Trust, overseeing investment practices in Los Angeles, Orange County, San Diego and Santa Barbara. He

serves on the firm's Investment Advisory Committee, evaluating and monitoring wealth management solutions. Cohen directly manages over \$1 billion in assets, providing investment and financial advisory services to individuals, families, foundations and trusts. Before joining Northern Trust, he worked in public accounting with Deloitte & Touche. He holds a Bachelor of Arts in business economics from UC Santa Barbara and an M.B.A. from UCLA Anderson School of Management. A Chartered Financial Analyst (CFA) and Certified Public Accountant (CPA), Cohen brings deep expertise to investment management and strategic financial planning.



## Jonathan Dale

*EVP, Regional  
Executive – California*

Umpqua Bank  
**COMMERCIAL  
BANKING**

**J**onathan Dale is executive vice president and regional director for California commercial & middle market banking at Umpqua Bank, overseeing commercial banking across the state. Promoted in 2024 after success leading the Pacific Northwest and Mountain West regions, he now drives Umpqua's growth in California. With 29 years in banking, Dale began as a teller at 18 and advanced through leadership roles in retail, corporate banking and enterprise strategy. He earned his M.B.A. from USC's Marshall School of Business without an undergraduate degree—an honor for exceptional candidates. He leads high-performing teams focused on helping businesses achieve strategic growth. Dale has also been involved with national organizations that teach school-age students financial literacy, work and career readiness.

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## Brian L. Davidoff

*Chair, Bankruptcy, Reorganization & Capital Recovery*

Greenberg Glusker LLP  
**PROFESSIONAL SERVICES**

**B**rian Davidoff, chair of Greenberg Glusker's bankruptcy, reorganization and capital recovery group, is a trusted advisor to middle-market companies facing financial challenges. He specializes in restructuring, distressed asset sales and maximizing recoveries for creditors. Recognized by Chambers USA, Best Lawyers in America® and Southern California Super Lawyers, Davidoff has led high-profile cases, including HyreCar's Chapter 11 sale and Reno City Center's restructuring. He also advises manufacturers, retailers and real estate firms on refinancing and strategic exits. He authored an amicus curiae brief for the U.S. Supreme Court and edits Overheard in Bankruptcy. Davidoff's insights appear in The Wall Street Journal, CNN and Bloomberg Law. He holds a J.D. from the University of Witwatersrand and an LL.M. from the University of Miami.



## James F. Davidson

*President & Founder*

Avant Advisory Group  
**PROFESSIONAL SERVICES**

**J**ames Davidson is the founder, president and managing director of Avant Advisory Group, specializing in financial restructuring, M&A advisory, forensic accounting and corporate investigations. He has served in executive roles, including CEO, CFO and CRO, across public and private

companies. A former PricewaterhouseCoopers consultant, Davidson has led major M&A transactions and restructuring efforts, including the sale of Elite Global Solutions and Reborn Cabinets. He has been an expert witness in federal and state courts and serves on the Los Angeles Chapter board of the Association of Certified Fraud Examiners. He co-founded the Southern California Chapter of the Private Directors Association and frequently speaks on M&A, financial structuring and fraud investigations. Davidson's expertise spans corporate governance, financial due diligence and turnaround strategies.



**C**hristopher J. Del Moral-Niles was appointed executive vice president and chief financial officer of

East West Bancorp and East West Bank in October 2023. Previously, he served as CFO of Associated Banc-Corp for a decade and held leadership roles at First American and Union Bank, serving as senior vice president and director of liability management. Earlier, he was an investment banker at Merrill Lynch and Lehman Brothers. Del Moral-Niles earned his bachelor's degree from UC Berkeley and an M.B.A. from UCLA Anderson School of Management. He is a CFA charterholder. With extensive experience in financial leadership,

## Christopher Jorge Del Moral-Niles

*Chief Financial Officer*

East West Bank  
**COMMERCIAL BANKING**



treasury management and investment banking, he brings deep expertise to East West Bank's strategic growth and financial operations.

## Sean Devine

*Managing Director, Head of Sales, U.S. Emerging Middle Markets*

BMO  
**COMMERCIAL BANKING**



**S**ean Devine, a banking professional with over 26 years of experience, is the U.S. head of TPS sales for the emerging middle market segment at BMO. Since July 2024, he has led efforts to build and expand the national TPS sales team. Previously, he spent a decade at Bank of the West as West Coast senior manager for commercial banking, playing a key role in the seamless customer transition post-acquisition. Devine also led the launch of the TreasuryNow platform, successfully migrating 2,600 customers. He held leadership roles at KeyBank and Wells Fargo, where he managed business banking and treasury teams. Committed to community service, he has served on boards for the National MS Society and Imagination Children's Museum.



## Jacky Dilfer

*Executive Director*

Business Finance Capital  
**LENDING**

**J**acky Dilfer, executive director of Business Finance Capital (BFC), is a commercial and SBA lending expert with over two decades of experience. Under her leadership, BFC has funded over 1,000 commercial real estate transactions and arranged more than \$5 billion in SBA and commercial loans. BFC consistently ranks among the top SBA 504 lenders in Los Angeles County, California and the U.S. Dilfer is known for her commitment to client success, ensuring every transaction is handled with professionalism and compliance. A San Jose State graduate, she also serves on the boards of AltaMed Health Care Services, the Jewish Free Loan Association and the C5 Youth Foundation of Southern California, an organization that helps create opportunities for teens who strive to break barriers and build successful careers.

**T**yrone Dinneen is a financial advisor dedicated to helping professionals, families and business owners build long-term wealth. With expertise in tax efficiency, employer benefits and wealth preservation, he and his team provide strategic financial planning solutions. Dinneen spent 12 years with After-School All-Stars, expanding the program from four to over 60 schools. Seeking both financial growth and purpose, he transitioned to Northwestern Mutual, where he helps nonprofit professionals, business owners and tech professionals access financial planning. He mentors new advisors and leads a team of seven. Dinneen also serves on the board of TEACH Public Schools and remains active with After-School All-Stars, having

## Tyrone Dinneen

*Financial Advisor*

Northwestern Mutual  
**ASSET/INVESTMENT MANAGEMENT**



previously served as a chair of their young professionals board for two years.



## Danijella Dragas

*Chief Executive Officer*

The Lending Corporation LLC  
**LENDING**

**D**anijella Dragas earned a B.S. in economics and international trade finance from the University of London. She spent 18 years at Bear Stearns, specializing in asset management and capital markets and played a key role in introducing Bear Stearns mortgages to the residential

wholesale market. With 36 years in residential and commercial lending, Dragas focuses on construction finance, fintech, blockchain and international business finance. She advises CEOs and boards on corporate strategy and structured finance, with expertise in fintech startups, sports franchises and commercial lending. A guest speaker on business television and contributor to online publications, Dragas also serves as managing director of Global Soccer Pro and a U.S. board member of Football for Peace. She actively supports Parkinson's research and global philanthropic initiatives.



## Daniel Dubelman

*Partner*

Massumi + Consoli  
**PROFESSIONAL SERVICES**

**D**aniel Dubelman is a leading transactional attorney specializing in private equity, M&A and corporate governance. He advises top private equity firms, including Aurora Capital Partners, Brentwood Associates, KKR, Oaktree Capital and Marlin Equity, on buyouts, structured investments and joint ventures across industries like software, financial services and energy. A trusted advisor, Dubelman is known for his strategic dealmaking, risk management and ability to execute complex transactions. Beyond client work, he teaches M&A due diligence at UCLA School of Law and mentors future legal professionals. A key leader at Massumi + Consoli, he has helped drive the firm's rapid growth, spearheading recruitment, mentorship and strategic initiatives that have strengthened its middle-market private equity practice.

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## Gene Dunford

Senior Managing Director

Umpqua Bank  
COMMERCIAL  
BANKING

**G**ene Dunford, managing director at Umpqua Bank, leads commercial banking in Greater Los Angeles, overseeing a growing team of nearly 20 bankers. A 29-year industry veteran, he has significantly expanded Umpqua's presence, driving asset growth and new banking relationships. Dunford has strengthened Umpqua's international trade banking by adding a specialized team to assist Southern California businesses in navigating global commerce. A recognized expert in tax-exempt bonds, he has advised nonprofits and private institutions, including L.A. schools, on raising capital for expansion, enabling them to build new classrooms and enhance academic programming. A thought leader in banking and trade, Dunford's insights have been featured in CNN Business, the Los Angeles Business Journal and The Orange County Register.



## Andrew Dunst

Managing Director, E-Commerce

The Sage Group  
INVESTMENT  
BANKING

**A**ndrew Dunst is a leader in his firm's e-commerce practice, advising disruptive DTC brands across industries like footwear, apparel, beauty and home goods. With deep expertise in M&A, capital raises and private equity recapitalizations, he has guided top consumer

brands through key financial transactions. Notable deals include Bombas' investment by Great Hill Partners, Chubbies' sale to Solo Brands and MeUndies' recapitalization with Provenance Digital. Known for his strategic insights and strong industry relationships, Dunst is a frequent speaker, including at the LEAD Innovation Summit in New York. Beyond finance, he is committed to philanthropy, serving on the board of the Shalom Institute and participating in American Friends of the Hebrew University's (AFHU) young leaders program.

**K**ayo M. Elkner is a principal in the accounting and tax departments at Prager Metis, with over 20 years of experience. She specializes in accounting and tax services for individuals and closely held businesses, including international clients, particularly Japanese companies in Hawaii and California. Born and raised in Tokyo, she earned a B.S. in finance from Seattle University and became a CPA in Illinois. Elkner held key roles in major Japanese corporations before joining Nagano Morita, which later merged with Prager Metis. Now, she plays a leadership role in the Japanese global services group.

## Kayo M. Elkner

Principal

Prager Metis  
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Fluent in Japanese, she is an active member of the Japanese Business Association and the California Society of CPAs.

## Arash Farin

CEO & Co-Founder

Centerstone Capital  
INVESTMENT  
BANKING



**A**rash Farin is the CEO and co-founder of Centerstone Capital, a merchant bank specializing in the consumer, business services, technology, sports/media/entertainment and healthcare sectors. With 25 years of industry experience, including 1.5 years at Centerstone, he previously spent nearly 15 years at The Sage Group and held positions at Lehman Brothers, Blackstone Group and Goldman Sachs. Farin is known for his dedication to client service and fostering a strong work culture. He is also active in the Pacific Council and the World Affairs Council and serves on the board of Operation Mend, which supports post-9/11 veterans. He holds a B.S. from the Wharton School at the University of Pennsylvania, an M.B.A. from Harvard and has studied at Oxford University.



## Corey Eric Fischer

Managing Partner

Weinberg & Company, P.A.  
PROFESSIONAL  
SERVICES

**C**orey Fischer is the managing partner at Weinberg & Company, specializing in IPOs, M&A, debt restructuring and SEC reporting. With decades of experience, he has led over 200 equity and debt transactions across industries, including investment banking, technology and clean energy. Previously, Fischer served as CFO for Nasdaq-listed companies and worked at Deloitte & Touche, overseeing SEC services for large public firms. Under his leadership, Weinberg expanded globally, particularly in Asia, with recent growth in Singapore. He upholds high ethical standards, steering clear of SPAC IPOs in favor of transparent, due diligence-driven transactions. Committed to diversity, Weinberg's minority and female representation has grown to nearly 75%. A dedicated mentor, Fischer coaches youth sports and remains active in the University of Florida Alumni Association.

**M**ark Flewelling is a partner at Lagerlof, LLP, specializing in litigation and appellate law. With over 40 years of experience, he represents financial institutions, businesses and entrepreneurs in disputes involving real estate, investment fraud, banking and commercial lending. He has defended thousands of lender liability cases across California and the Pacific Northwest, securing precedent-setting victories, including a Ninth Circuit of Appeals ruling on national bank jurisdiction. His notable cases include dismissals of class actions against banks and successful defenses in real estate and finance disputes. Devoted

## Mark Flewelling

Partner

Lagerlof, LLP  
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to community service, Flewelling has served as a mayor and councilman for a nearby city as well as a trustee of three school boards.



## Francine Flores

VP & District Manager

U.S. Bank  
COMMERCIAL  
BANKING

**F**rancine Flores, vice president and district manager at U.S. Bank, has over 35 years of financial industry experience, including 22 years at U.S. Bank.

A multiple award-winning leader, she is passionate about mentorship, fostering growth and advancing employees into senior leadership roles. Starting in an entry-level banking role, Flores earned Series 6, 63 and 7 licenses and completed executive training at Furman. She champions financial literacy and inclusion, helping underserved communities achieve financial independence. A Los Angeles native, she serves on the advisory boards of Tara's Chance and the Whittier Boys and Girls Club. Flores previously led diversity initiatives as president of Nosotros Latinos Business Resource Group for Southern California.



## Robert Fox

Managing Director, Private Equity

McGuireWoods  
PROFESSIONAL  
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**R**obert Fox is the managing director of private equity at McGuireWoods, leading business development and fostering connections between emerging managers, limited partners (LPs) and key stakeholders. With over a decade of experience, he has driven growth at major law firms, including O'Melveny & Myers and investment firms, specializing in deal sourcing and investment structuring. Fox launched McGuireWoods' Emerging Manager Program, now the industry's top platform for emerging managers and LPs. The 2024 Emerging Manager Conference attracted over 1,000 attendees, offering industry-leading panel discussions, targeted networking opportunities and solidifying its reputation as a premier private equity event. Fox champions diversity in private equity and facilitates transformative deals across healthcare, industrials and food & beverage.



## Shari Freidenrich

Orange County  
Treasurer

County of Orange  
ASSET/INVESTMENT  
MANAGEMENT

**S**hari Freidenrich serves as the Orange County treasurer, overseeing asset and investment management for the County of Orange. First elected in 2010 and re-elected multiple times, she has gained recognition for her leadership, including receiving the highest countywide votes in 2018 and 2022. Prior to this role, she served as the elected city treasurer for Huntington Beach and held positions at Boeing Travel Corporation and Deloitte & Touche. A certified CPA, CCMT, CPFA and ACPFIM, Freidenrich has earned accolades for her contributions to financial transparency and innovation, including the NACO Achievement Award and selection to the OC 500. She's known for her impactful reforms, such as consolidating banking activities and securing a AAAF credit rating for pooled funds and creating successful investment strategies.



## Dustin Gale

Senior Wealth  
Advisor

Kayne Anderson Rudnick  
Wealth Advisors  
ASSET/INVESTMENT  
MANAGEMENT

**D**ustin Gale is a senior wealth advisor at Kayne Anderson Rudnick Wealth Advisors, where he specializes in holistic planning and investment management. His career began at Bank of America, advancing from a teller to banker, before

**R**eggie Gooden is the managing partner of 360 Business Management, specializing in serving entertainers and athletes. Following stints at a family office and a boutique business management firm, he co-founded 360 Business Management in 2022 with his partner, Josh Martin. The firm has expanded from a single office and four employees to locations in Woodland Hills and Burbank, now employing over 15 people. As managing partner, Gooden plays a strategic role and maintains a high-profile client roster, offering trusted financial advice. In June 2024, he earned his Series 65 securities license, which enhances his ability to advise clients

moving to Wells Fargo Private Bank and eventually joining Kayne Anderson Rudnick. He is dedicated to providing proactive financial advice and emphasizes the importance of long-term planning and behavioral finance. With a 96% client retention rate over the last three years, Gale has been featured in Barron's Advisor, WealthManagement.com, The Atlantic and ThinkAdvisor. He also serves as an advisory board member for Project ECHO, supporting at-risk youth and was honored with ThinkAdvisor's Luminaries Award in 2024 for his philanthropic work.

## Reggie Gooden

Managing  
Partner

360 Business Management  
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on building wealth through investments and net worth strategies. The firm's success has led to recognition on notable industry lists, including The Hollywood Reporter, Variety Magazine and Billboard Magazine.

## Lloyd Greif

President,  
Founder & CEO

Greif & Co.  
INVESTMENT  
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**L**loyd Greif is the president, founder and CEO of Greif & Co., an investment bank that specializes in M&A transactions for entrepreneurially owned middle-market companies. After rising to vice chairman and head of investment banking at Sutro & Co., he founded Greif & Co. in 1992, where he has led high-profile deals such as Bacardi's acquisition of Patrón Tequila and the merger of Mrs. Gooch's with Whole Foods. Renowned for his "client-first" approach and tireless work ethic, Greif is a respected expert in M&A deal-making and regularly lectures at UCLA, USC and Loyola Law School. In addition to his business achievements, he is a committed civic leader and philanthropist, supporting education, the arts and various charitable causes, including pandemic food assistance and Ukraine war relief.

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## Michele Havens

Head, BMO Wealth Management U.S.

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## Alex Grigorian

Partner

Hanson Bridgett, LLP  
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As a partner at Hanson Bridgett, LLP, Alex Grigorian specializes in real estate finance and commercial real estate transactions. Serving a broad range of clients, including national lenders, private equity firms, developers and real estate owners, his practice covers acquisitions, financing, syndications, leasing and more across various asset classes. As chair of real estate finance and a member of the management committee, Grigorian plays a key role in shaping the firm's strategic direction. His recent work includes facilitating over \$100 million in loans for social impact housing projects and advising clients on over \$300 million in debt financings. He is committed to diversity, equity and inclusion and has contributed significantly to community initiatives, including supporting cancer research at City of Hope.



## Kaytlin Hall

Wealth Advisor/Co-Director of  
Women of Wealth Program

Gerber Kawasaki Wealth  
& Investment Management  
ASSET/INVESTMENT  
MANAGEMENT

As a wealth advisor and co-director of the Women of Wealth Program at Gerber Kawasaki Wealth & Investment Management, Kaytlin Hall specializes in providing financial planning services for professional women and families.

Channing Hamlet is the co-founder and managing director of Objective, Investment Banking & Valuation, where he leads both the business services practice for investment banking and the valuation advisory services group. With more than 25 years of experience, he has closed over 25 sell-side transactions and directly influenced tens of millions of dollars in revenue for the firm. Known for his business development and M&A execution, Hamlet's notable transactions include the sale of Sterndahl Enterprise to Frontline Road Safety Group and ProEst to AutoDesk. He is deeply involved in the Los Angeles Advisor

With over a decade of experience, she is committed to empowering working mothers, including doctors, lawyers and executives. As a co-founder of the Women of Wealth Group, she develops tailored strategies that address her clients' unique challenges, such as saving for college, private school tuition, family protection and managing family expenses. Hall is dedicated to providing personalized guidance, ensuring her clients feel confident in their financial futures. She is also an avid sailor, community leader and supporter of animal rescue efforts, including her work with the Shelter Transport Animal Rescue Team (START).

## Channing Hamlet

Co-Founder &  
Managing Director

Objective, Investment  
Banking & Valuation  
INVESTMENT  
BANKING



community, serving on the boards of the Exit Planning Institute, ACG LA and EO LA, and is passionate about philanthropy, particularly through his work with Reality Changers.

## Brandy Han

EVP of  
Capital Markets

City National Bank  
LENDING



Brandy Han is the executive vice president of capital markets at City National Bank, where she oversees loan syndications, interest rate risk management sales, foreign exchange sales, global markets trading and risk and international banking and trade finance. With 15 years at City National, she was instrumental in building the bank's syndications team from the ground up, growing it to manage over \$6 billion in commitments. Prior to City National, Han held senior roles at UBS Securities, Banc of America Securities and ABN AMRO Bank. She is committed to fostering diversity, having served as the executive sponsor for multiple colleague resource groups and currently on the board of the Los Angeles County Economic Development Corporation.



## Michele Havens

Head of U.S. Wealth  
Management

BMO  
ASSET/INVESTMENT  
MANAGEMENT

Michele Havens serves as the head of U.S. wealth management at BMO Financial Group, where she oversees the company's U.S. private wealth business, including family office, investment management, trust, estate and private and business banking services. Under her leadership, BMO's U.S. wealth management group, with 1,200 employees across 36 states, has grown significantly, providing personalized services to high-net-worth clients. As a member of the BMO U.S. management committee, she drives the firm's strategic direction, focusing on talent management, effective collaboration and long-term growth. A CERTIFIED FINANCIAL PLANNER® (CFP®), Havens has received numerous accolades, including recognition as one of the 500 Most Influential People in Los Angeles by the Los Angeles Business Journal and was honored with the Women of Achievement Award by the Century City Chamber of Commerce.

Gregory Hebner is the managing director and majority owner of Arix Capital, a leading private lender specializing in residential development and construction. Since joining Arix in 2012, he has significantly accelerated the company's growth, positioning it as one of the top 10 private lenders nationally and top five in California. Under Hebner's leadership, Arix has surpassed \$5 billion in cumulative originations and set a new annual record in 2024 with over \$1.25 billion in loan originations. The lender has expanded across key markets, including California, Arizona and Florida. With over 25 years of

## Gregory Hebner

Managing  
Director

Arix Capital  
LENDING



real estate investment experience, Hebner's insight into the needs of developers has been instrumental in shaping Arix's client-focused lending platform.



## Jeremy Holland

Managing Partner,  
Origination

The Riverside Company  
PRIVATE EQUITY

As a managing partner at The Riverside Company, Jeremy Holland leads the origination team for various funds and strategies across North America. With 27 years of experience in private equity, he is known for his commitment to helping others succeed, bringing enthusiasm, candor and hard work to every opportunity. Holland joined Riverside in 2010 to focus on originating new investment opportunities in the Western U.S. and Canada. He is also dedicated to mentoring younger professionals, helping them progress in their careers and actively supporting the M&A community. Additionally, he is a member of the advisory board for 51 Vets, a nonprofit focused on helping military veterans transition into civilian roles in M&A.



## Brian Hernandez

SVP, L.A. Business  
Banking Market Leader

U.S. Bank  
COMMERCIAL  
BANKING

Brian Hernandez is the senior vice president and business banking market leader for U.S. Bank in the Greater Los Angeles Area, overseeing a team of over 40 employees and focusing on

businesses with revenues up to \$50 million. With more than 15 years of experience in banking and financial services, he has held various roles at U.S. Bank since 2009, with expertise in commercial and industrial lending. Hernandez leads with an emphasis on operational excellence and customer-focused strategy, aiming to grow market share in the region. He is active in the community, volunteering with Junior Achievement, Precious Life Shelter and Giving Children Hope as well as serving on the board of the L.A. Chamber of Commerce. Including his accomplishments, Hernandez has also won the Annual Pinnacle Award five times.



## Aaron Houpis

*EVP & Managing Director,  
Specialty Deposits Group*

Banc of California  
**COMMERCIAL  
BANKING**

**A**aron Houpis is the executive vice president and managing director of Banc of California's specialty deposits group, where he leads the development and execution of sales initiatives and oversees a nationwide team of relationship managers. His responsibilities include driving deposit production, generating new business relationships and expanding treasury management sales. Houpis joined Banc of California in 2019 as a market executive and was promoted to his current role in 2024. He is active in the Los Angeles community, supporting nonprofits such as The Midnight Mission and the BankWork\$ program of JVS SoCal. Houpis also serves on the board of the Los Angeles Headquarters Association, which promotes business growth by engaging the region's diverse leaders.



## Carolyn Hunt

*Partner*

Barnes & Thornburg LLP  
**PROFESSIONAL  
SERVICES**

**C**arolyn Hunt is a partner at Barnes & Thornburg LLP, where she co-chairs the firm's debt finance practice group. Specializing in structuring and negotiating complex financial transactions, she has become a trusted advisor to financial institutions and corporate borrowers. Hunt has

played a pivotal role in high-profile financing deals, particularly within the entertainment industry, handling everything from single-project capital raises to large-scale portfolio financings. Her clients include top financial institutions like City National Bank and East West Bank, as well as private funds and corporate entities. Her expertise also extends to corporate finance initiatives such as tax credit monetization and entertainment distribution co-financing. Recognized by Chambers and Partners and Southern California Super Lawyers, Hunt is also actively involved in community organizations, including the Heartland International Film Festival.

**J**arrold Ingle is the regional president and head of corporate banking for Orange County & Inland Empire at PNC Bank. In this role, he leads business development, client relationships and philanthropic initiatives across the region, overseeing the expansion of PNC's services in corporate & institutional banking, asset management and retail banking. With nearly 30 years of experience, Ingle has held senior executive positions at Wells Fargo and JPMorgan Chase. Since establishing PNC's Regional President's office in 2021, he has driven significant growth, strengthening relationships within key sectors like medical services, aerospace and food manufacturing. Ingle is committed to community involvement,



## Jarrod Ingle

*Regional President for Orange  
County & Inland Empire*

PNC Bank  
**COMMERCIAL  
BANKING**

serving on the boards of the Orange County United Way and Hope Through Housing Foundation and supporting early childhood education initiatives throughout the region.

## Shadi Jahangir

*Partner,  
Finance*

Blank Rome LLP  
**PROFESSIONAL  
SERVICES**



**S**hadi Jahangir is a partner at Blank Rome LLP, where she focuses on commercial lending and corporate finance. She has been pivotal in establishing Blank Rome as a leading firm in COVID-relief MSLP financings. Jahangir has played a key role in several high-profile deals, including raising \$120 million for FirstElement Fuel and securing loans exceeding \$250 million for foreign governments. Recognized for her leadership and expertise, she has been named a "Leader of Influence: Minority Attorney" by the Los Angeles Business Journal and a "Top Woman in Secured Finance" by The Secured Lender. Beyond her legal practice, she is actively involved in community service, including her work with The Center in Hollywood and leadership roles in Blank Rome's diversity committee.



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**Zoila Price**  
EVP, Warehouse Lending

**Aaron Houpis**  
EVP, Specialty Deposits Group

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**Congratulations to Zoila Price and Aaron Houpis for being recognized as 2025 Banking & Finance Visionaries by LA Times Studios.**

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## Carlos Jimenez

Global Head of Media,  
Sports & Entertainment

Moelis & Company  
INVESTMENT  
BANKING

**C**arlos Jimenez is a managing director and global head of media, sports and entertainment at Moelis & Company, where he brings over 20 years of investment banking experience. He specializes in guiding clients through complex M&A transactions, debt and equity financings, IPOs and restructurings within the entertainment, media and adjacent sectors. Jimenez's significant transactional work includes advising Skydance Media on its merger with Paramount, WWE's merger with Endeavor's UFC and United Talent Agency on its acquisition of ROOF. He is known for his strategic insight, longstanding relationships in Hollywood and expertise in navigating high-stakes negotiations. Beyond his transactional achievements, he is committed to mentorship and diversity, serving as the senior sponsor of the Latino and Hispanic & Allies Employee Network at Moelis.



## Mollie Kaiser

Private Wealth  
Advisor

Strategic View Advisors  
ASSET/INVESTMENT  
MANAGEMENT

**M**ollie Kaiser is a private wealth advisor at Strategic View Advisors, where she provides expert guidance to clients and contributes to the firm's broader strategy through her work on the financial planning and investment committees. With over 15 years

**D**anilo Kawasaki is the co-founder, vice president, COO and chief compliance officer of Gerber Kawasaki Wealth & Investment Management. As a key member of the board of directors and the investment selection committee, he has helped steer the firm to become a leader in the wealth management industry. Kawasaki has been recognized as a Top Advisor by Investment News and a Leader of Influence by the LA Business Journal. With certifications in Personal Financial Planning, Wealth Management Theory & Practice and as a CERTIFIED FINANCIAL PLANNER®, he brings a wealth of knowledge to his role. He co-founded Gerber Kawasaki with a

of experience in wealth management, including roles at Bernstein Global Wealth Management and Credit Suisse, she brings a wealth of knowledge to her advising, planning and investment management work. Kaiser holds an M.B.A. from Pepperdine University and several professional certifications, including CERTIFIED FINANCIAL PLANNER™ and Chartered Life Underwriter (CLU®). She is passionate about client education, treating each client like family and is actively involved in community organizations such as Housing Works and the Alzheimer's Association through SVA's philanthropic arm, SVA C.A.R.E.S.

## Danilo Kawasaki

Co-Founder,  
VP and COO

Gerber Kawasaki Wealth  
& Investment Management  
ASSET/INVESTMENT  
MANAGEMENT



client-centric vision, focused on providing independent, objective financial advice. Kawasaki's approach ensures that clients receive tailored guidance that helps them achieve their financial goals.

## Anthony Kim

Senior EVP & Chief  
Banking Officer

Hanmi Bank  
COMMERCIAL  
BANKING



**A**nthony Kim is the senior executive vice president and chief banking officer at Hanmi Bank, where he leads teams to drive loan production, deposit gathering and the overall performance of 35 branches and two corporate banking centers. Under his leadership, Hanmi has expanded with new branches in Northern California and New Jersey, as well as a representative office in South Korea. In 2024, his team achieved a 27% increase in loan production, with notable growth in commercial real estate, C&I and mortgage lending. Kim also oversees the U.S. Subsidiaries of Korean Companies initiative, driving increased demand from South Korean corporations operating in the U.S. Passionate about workforce development, he emphasizes integrity, service and continuous improvement in training the next generation of banking professionals.



## Jamie Kim

Principal, Head of  
Business Development

Gallant Capital  
PRIVATE EQUITY

**J**amie Kim is principal, head of business development at Gallant Capital and responsible for sourcing and assessing investment opportunities, managing relationships with transaction advisors and leading the firm's marketing strategy. Prior to Gallant, she was the head of corporate development & strategy at Presto (Nasdaq: PRST). Prior to Presto, Kim was a member of the business development team at Platinum Equity, where she led deal origination and managed strategic relationships with investment banks, corporate sellers and other deal intermediaries. She started her career as an investment analyst at J.P. Morgan and Merrill Lynch. She holds a B.A. in political science with honors from the University of California, Los Angeles and an M.B.A. from the Wharton School at the University of Pennsylvania.

**A**ndrew Kline is the founder and managing partner of Park Lane, a leading sports investment bank, where he has played a pivotal role in high-profile transactions across Major League Soccer (MLS), the National Hockey League (NHL), the NBA and the NFL. In the past 12 to 24 months, he led notable deals, including the sale of a portion of an MLB team and two Canadian Football League (CFL) teams. Kline has also raised capital for more than 80 early-stage sports-related businesses. Being a recognized leader in sports M&A and venture investing, he is actively involved in various organizations supporting military

## Andrew Kline

Founder &  
Managing Partner

Park Lane  
INVESTMENT  
BANKING



communities and has been featured as a speaker at prestigious institutions. His career spans both athletics in the NFL and successful ventures in real estate and sports businesses.



## Deborah La Franchi

Chief Executive  
Officer

SDS Capital Group  
PRIVATE EQUITY

**D**eborah La Franchi is the chief executive officer and founder of SDS Capital Group, a leader in commercial real estate and impact investing. Since founding the firm in 2001, she has developed a new private equity funding model for permanent supportive housing (PSH) developments, enabling quicker project financing and construction at lower costs. SDS Capital has been recognized as an ImpactAssets 50 investment manager for seven consecutive years. Under La Franchi's leadership, SDS has built a \$1-billion portfolio of impact investments across six funds/products, including the SDS Supportive Housing Fund, which finances 2,500 units of PSH in California. She is very committed to fostering diversity in private equity, with 50% of SDS' investment professionals being women or minorities.



## Ravi Kumar

Head of CIT Bank & Chief Digital  
Officer for First Citizens Bank

CIT Bank  
COMMERCIAL  
BANKING

**R**avi Kumar is the chief digital officer for First Citizens Bank and head of CIT Bank, a division of First Citizens Bank. Under his leadership, CIT Bank has become one of the top 10 online banks in the U.S., renowned for its digital convenience and

competitive interest rates. Kumar oversees the bank's digital platforms, including an innovative cash management platform that helps businesses manage cash flow and make cross-border payments. This platform earned the 2024 Model Bank Award from Celent. He has driven growth in CIT Bank's deposits while ensuring marketing efficiencies and maintaining high standards of safety. With over 25 years of experience in financial services leadership, Kumar has held senior roles across product development, marketing and customer experience.



**Homin Lee**  
Shareholder

Greenberg Traurig, LLP  
PROFESSIONAL  
SERVICES

**H**omin Lee is a global finance shareholder at Greenberg Traurig, LLP, where he specializes in advising banks, private equity sponsors, corporate borrowers and alternative lending institutions on complex finance transactions. His notable recent matters include representing Pacific Avenue Capital Partners in its acquisition of KiddeFenwal and Lambda Inc. in securing a \$500-million GPU financing vehicle. Lee has also represented major clients such as Monroe Capital, Hillhouse Investment and Hanwha Q CELLS USA. Recognized for his achievements, he received the Secured Finance Network's 40 Under 40 Award and was named a Banking and Finance Visionary by the L.A. Times B2B Publishing. Lee is actively involved in community efforts, including supporting the La Cañada Flintridge Educational Foundation and the Council of Korean Americans.



**Larsen Lee**  
EVP & Head of  
Consumer Lending

Hanmi Bank  
COMMERCIAL  
BANKING

**A**s the executive vice president and head of consumer lending at Hanmi Bank, Larsen Lee oversees key departments including correspondent, wholesale, retail, warehousing and servicing. With 38 years of banking experience, he played a key role in founding the Consumer

**Y**oojin Lee is a financial services attorney at Holland & Knight's Los Angeles office, specializing in asset-based lending. She represents financial institutions in domestic and international secured lending transactions, often involving multiple jurisdictions and currencies. Lee's career highlights include representing agent banks in multi-billion-dollar deals, such as a \$1.6-billion financing for a major international toy manufacturer. She is known for building close, collaborative relationships with clients, focusing on their success. Lee also mentors students and young attorneys, offering guidance on career development. She has

Lending Center at Hanmi in 2020. Lee also developed the "Consumer Lending Community Development Program" which enables homeowners to finance the construction of additional dwelling units (ADUs) to address affordable housing shortages in Los Angeles. His contributions have significantly impacted both the banking industry and the communities Hanmi serves. Known for his innovation in banking, Lee is also actively involved in the community, serving as a board member for Wheat Mission, which assists children with learning disabilities.



**Yoojin Lee**  
Partner

Holland & Knight  
PROFESSIONAL  
SERVICES

been recognized by the Secured Finance Network, the Los Angeles Business Journal and Leadership Council on Legal Diversity for her leadership and contributions to the field.

**Marissa Lepor**  
Partner

The Sage Group  
INVESTMENT  
BANKING



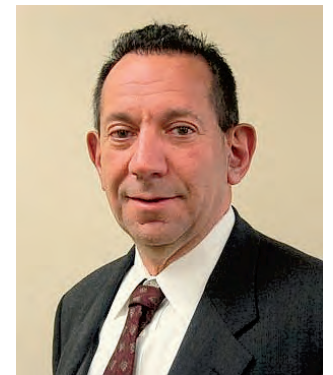
**M**arissa Lepor is a partner at The Sage Group, an investment bank specializing in M&A and capital raises for the branded consumer sector, including fashion, retail, beauty, personal care and digitally native brands. She works closely with founder-owned businesses, helping them navigate sales to private equity firms and public companies. Lepor is known for identifying high-potential brands early and building meaningful relationships with founders, ensuring their business goals are met. Her notable transactions include the sale of Rag & Bone to Guess and Frankies Bikinis to Victoria's Secret. A recognized industry expert, she speaks at major conferences and contributes to publications like Business of Fashion and Vogue Business. Lepor co-founded LAdies in Finance and is deeply involved in community initiatives.

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Corey Fischer Managing Partner

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**Jay Liebowitz**

*Managing Director*

Centerstone Capital  
INVESTMENT  
BANKING

**A**s a managing director at Centerstone Capital, Jay Liebowitz leads the firm's debt advisory and principal investing teams. With over 20 years of experience, he has been involved in billions of dollars of transactions across healthcare, pharmaceuticals, consumer wellness and animal care. Before joining Centerstone, Liebowitz was a managing director at Post Advisory and a principal at Blackstone Credit, focusing on high-yield, distressed and mezzanine investments. He also served as an associate at Black Canyon and started his career as a financial analyst at Credit Suisse First Boston. Liebowitz graduated summa cum laude from the University of Pennsylvania's Wharton School and is a board member of Access Youth Academy, a nonprofit supporting urban youth.



**Robert Lo**

*EVP, Head of Commercial Real Estate Banking*

East West Bank  
COMMERCIAL  
BANKING

**R**obert Lo is the executive vice president and head of commercial real estate banking at East West Bank, where he oversees teams managing a portfolio of approximately 4,000 properties with \$11 billion in loan commitments and \$5 billion in deposits. With over 30 years of experience

**A**s a vice president at Palm Tree LLC, Marcus Lyu specializes in strategic finance within the firm's financial consulting service line. He brings extensive expertise in managing transition and integration projects across diverse industries, with a focus on FP&A reporting, operating plans, forecast modeling and working capital optimization. Lyu has played a key role in elevating Palm Tree's strategic finance practice, known for his ability to address complex financial issues and deliver innovative, actionable insights. Prior to Palm Tree, he was a senior consultant at Deloitte and worked in PwC's risk assurance practice.

in commercial banking, he has led his teams through thousands of transactions across various property types, including multifamily, retail, hotels and self-storage. Under Lo's leadership, East West Bank's affordable housing financing practice has significantly expanded, supporting low-income families and seniors. He is also an active volunteer, serving on the board of San Gabriel Valley Habitat for Humanity and engaging with the Tocqueville Society of United Way.

**Marcus Lyu**

*Vice President*

Palm Tree LLC  
INVESTMENT  
BANKING



He holds a bachelor's degree in business economics from UCLA, a master's degree in finance from the University of Rochester and is a licensed CPA in California.

**Andrew Manier**

*Wealth Management Advisor*

Sage Capital Wealth Management  
& Insurance Solutions  
ASSET/INVESTMENT MANAGEMENT



**A**ndrew Manier, wealth management advisor at Sage Capital Wealth Management & Insurance Solutions, offers financial consulting to medical professionals, business owners, affluent families and CPAs. He has more than a decade of experience, starting as an intern in 2011. He holds Series 6, 63, 65 and 7 licenses, as well as CFP®, RICP®, CLU®, ChFC®, AEP®, CAP®, REBC® and ChSNC® designations, enabling him to guide clients with complex planning needs. Sage Capital specializes in business, fee-based and investment planning. Manier and his team are committed to helping special needs families plan for a secure financial future. As a St. Jude Hero, he has completed half marathons to raise money and help ensure families never receive a bill from St. Jude for treatment, travel or food.



**Peter Massumi**

*Founding Partner*

Massumi + Consoli LLP  
PROFESSIONAL  
SERVICES

**P**eter Massumi is a leading private equity attorney and co-founder of Massumi + Consoli LLP, a Los Angeles-based law firm specializing in complex transactions for private equity firms and dynamic enterprises. With expertise spanning multiple industries, he provides strategic counsel on acquisitions, leveraged buyouts, mergers and investments. Previously a partner at Kirkland & Ellis, he launched Massumi + Consoli in 2015, growing it into one of the largest private equity M&A practices on the West Coast. The firm, with nearly 50 attorneys across four offices, is the only boutique law firm in the American Investment Council. Massumi has taught corporate finance at USC Gould and lectures at UCLA Law. A Harvard Law graduate, he actively supports nonprofits like St. Jude, Big Brothers Big Sisters and Junior Achievement.

**J**ohn G. Mavredakis serves as chairman of the financial sponsors group at Houlihan Lokey, where he has dedicated 30 years of his 40-year career in the financial services industry. A graduate of the University of California, Los Angeles with a B.A. in economics, he also holds an M.B.A. from the University of Denver Graduate School of Business. Mavredakis has extensive expertise in mergers and acquisitions, leveraged buyouts and corporate finance, having closed over 500 transactions. He played a pivotal role as managing editor and co-author of the chapter "Valuation Case

**John G. Mavredakis**

*Chairman of Financial Sponsors Group*

Houlihan Lokey  
INVESTMENT  
BANKING



Study" in the textbook Financial Valuation: Businesses and Business Interests. He is a sought-after speaker for business groups and law firms on finance-related topics.



**John M. Meek**

*EVP, Director of Commercial Banking*

Enterprise Bank & Trust  
COMMERCIAL  
BANKING

**J**ohn Meek is executive vice president and director of commercial banking for Enterprise Bank & Trust in Los Angeles and Orange counties. He leads relationship management and business development, expanding the bank's client base and

community partnerships. Since joining Enterprise in 2006, he has held key leadership roles, including as the regional president in St. Louis. Meek oversees a \$1.6-billion loan portfolio and drives corporate citizenship efforts, supporting local nonprofits and financial literacy initiatives. He serves on the board of directors for Junior Achievement of Southern California and is a member of SIOR, ULI and the American Bankers Association. Through Enterprise University, he helps professionals enhance their business skills. Committed to client success, Meek delivers strategic financial solutions to businesses and real estate developers with a high-touch, consultative approach.



**Alissa Miller**

*Partner*

Akin  
PROFESSIONAL  
SERVICES

**A**lissa Miller, a partner at Akin and head of its Los Angeles office, is a top finance lawyer in the entertainment industry. She represents independent film studios and financial institutions in high-profile deals, securing financing for projects with A24, Netflix and ABC. Recently, she advised on a \$90-million credit facility for a global independent studio and a \$400-million facility for a multinational entertainment company. Named a Legal Visionary by Los Angeles Times and a Top Dealmaker by Variety, Miller also leads a pro bono practice, assisting Public Counsel and the U.S. Holocaust Memorial Museum. She is frequently sought by Variety and Deadline for industry insights and is dedicated to advancing both business and social justice initiatives in entertainment law.



**Dan Miller**

Partner

Miller Barondess, LLP  
PROFESSIONAL  
SERVICES

**D**an Miller, founding partner of Miller Barondess, LLP, is a top Los Angeles trial and appellate attorney specializing in high-stakes litigation, particularly in banking and private equity. He recently represented Corbel Capital Partners in a dispute with MediaLab, settling confidentially in 2024. Miller also represents Wave Investments in a \$25+ million fraud case, GI Partners in skilled nursing litigation and a family office in an embezzlement and labor dispute. A UCLA Business Law guest lecturer for 16 years, he mentors students at UC Berkeley and Harvard-Westlake. Committed to philanthropy, he supports Children's Hospital Los Angeles, Tower Cancer Research and Goodwill Southern California. Miller also volunteers as a youth basketball and baseball coach, including for the Santa Monica YMCA and Palisades basketball leagues.



**Brady C. Money**

Managing  
Director

Greif & Co.  
INVESTMENT  
BANKING

**B**rady Money, managing director at Greif & Co., has nearly 23 years of experience in financial services and middle-market investment banking. He specializes in mergers, acquisitions and capital raising across industries like manufacturing, aerospace, consumer products and business

services. He has led transactions including the sale of Lugano Diamonds to Compass Diversified and financing for its growth. Previously, Money worked at RSM EquiCo and Ameriprise Financial, earning the 2005 Rookie of the Year Award. A magna cum laude finance and cum laude economics graduate from the University of Utah, he worked full-time in financial planning while attending school. He is dedicated to providing entrepreneurs with Fortune 500-level investment banking representation and is recognized for mentoring junior professionals in the field.

**S**andra Lee Montgomery, a partner at Proskauer Rose LLP and executive committee member, is a leader in banking & finance, closing over \$5.6 billion in transactions in 2024. With 27 years of experience, she specializes in acquisitions, leveraged financings, restructurings and cross-border deals across multiple industries. A top-ranked attorney, Montgomery has been recognized in Chambers USA, Best Lawyers in America® and The Legal 500. She is a sought-after speaker and author, with her latest analysis on private credit trends published in 2024. Committed to mentorship and diversity, she has served on Proskauer's

**Sandra Lee Montgomery**

Partner

Proskauer Rose LLP  
PROFESSIONAL  
SERVICES



Women Partners Advisory Committee and Diverse Lawyer Mentoring Circle. A former Posse Foundation board member, Montgomery supported high-achieving public school students in their pursuit of higher education.

**Joel Montminy**

President  
& CEO

Montminy & Co.  
INVESTMENT  
BANKING



**J**oel Montminy, founder, president & CEO of Montminy & Co., is a leading investment banker with over 25 years of experience in mergers and acquisitions. He has led more than \$6 billion in middle-market transactions and \$2.8 billion in cross-border deals across 30 countries. In Q4 2024, Montminy completed five transactions, including the sale of Pizza Factory and the merger of The Outdoor Recreation Group and Stansport. His firm also executed high-profile deals such as the \$900+ million merger of Progressive Produce and Pacific Trellis Fruit. A recognized M&A expert, he is a frequent industry speaker and media contributor. Beyond finance, Montminy serves on numerous nonprofit boards, including St. Jude's, the U.S. Olympic and Paralympic Foundation and Conservation International.

# Visionary leadership in digital banking.

What does it take to excel in the digital banking space? We believe it's all about visionary leadership and commitment to our customers. And that's helped us become a top-10 digital bank, where innovation and competitive savings rates are built on the heritage of First Citizens Bank.



Congratulations to Ravi Kumar, Head of CIT Bank and Chief Digital Officer at First Citizens Bank, on being named to the 2025 Banking & Finance Visionaries list.



**Steve Moon**

*Managing Director*

Kroll, LLC  
INVESTMENT  
BANKING

**S**teve Moon is a managing director and deputy head of mergers & acquisitions for the Americas at Kroll Securities, where he has worked for 24 years. He also co-leads the firm's aerospace, defense & government M&A group. With over 25 years of investment banking experience, Moon has advised on mergers, acquisitions, divestitures, recapitalizations and financings for private equity firms and corporations. Recent transactions include the recapitalization of Frazier Aviation, the sale of Testek Solutions and the divestiture of SGL Carbon's Gardena division. A Tufts University graduate, he holds FINRA Series 7, 24 and 63 licenses. He serves on the ACG Los Angeles Board and leads the Tufts University Admissions Network in L.A. Moon is also active in Kardia UMC and supports TASSEL's education efforts in Cambodia.



**Grant Moulden**

*President*

Icon Benefits and  
Insurance Services  
PROFESSIONAL SERVICES

**G**rant Moulden, founder and president of ICON Benefits and Insurance Services, has 15 years of experience in the commercial insurance sector, specializing in employee benefits and expanding into commercial insurance.

**F**arzad Mukhi, a managing director at Kroll, LLC, is a trusted M&A advisor with 20 years of experience. He specializes in sell-side and buy-side transactions, leveraged buyouts, recapitalizations and debt and equity financings. Leading Kroll's Western U.S. consumer M&A and U.S. food, beverage & nutrition practices, he works with entrepreneurs, private equity funds and multinational corporations. Mukhi is deeply involved in the consumer and food sectors, frequently speaking at industry events and advising companies beyond M&A. He contributes to Naturally Los Angeles, mentors through SEO Protégé and serves on the ACG

Los Angeles Sponsorship Committee. A Chartered Financial Analyst, he holds Series 7, 63 and 79 licenses. Mukhi graduated with Highest Distinction from the University of California, San Diego.

**Farzad Mukhi**

*Managing Director*

Kroll, LLC  
INVESTMENT  
BANKING



Los Angeles Sponsorship Committee. A Chartered Financial Analyst, he holds Series 7, 63 and 79 licenses. Mukhi graduated with Highest Distinction from the University of California, San Diego.

**Bruce C. Munster**

*Managing Director*

Merrill Private Wealth  
Management  
ASSET/INVESTMENT MANAGEMENT



**B**ruce C. Munster is the managing director of the Munster Freeman Group at Merrill Private Wealth Management, specializing in M&A-focused wealth advisory. With 25 years in the industry and a decade at Merrill, he advises a diverse clientele, including entrepreneurs and heads of investment firms, on wealth management related to M&A transactions across various sectors. A graduate of Cornell University, Munster earned his B.S. in business management and marketing while balancing academics, wrestling and family life. He has been recognized nationally as a top financial advisor by Forbes and Barron's. He resides in Scottsdale, AZ, with his wife, Therese, and their three children, actively supporting organizations like the National Christian Foundation and Union Rescue Mission.



**Chikara "Ricky" Nagano**

*Partner*

Prager Metis  
PROFESSIONAL  
SERVICES

**C**hikara "Ricky" Nagano is a partner in the accounting and attest department at Prager Metis and leads the firm's Japanese global services group. He advises Japanese companies expanding into the U.S. and domestic businesses entering Japan, specializing in accounting, audit, tax and consulting across various industries. Raised and educated in Japan and the U.S., Nagano provides expert guidance to Japanese-speaking clients, including entrepreneurs and tech companies. He is an active community leader, serving as treasurer for Support-of-People-in-Need and a member of the Japanese Business Association of Southern California. A recognized speaker, he has delivered tax accounting lectures at the Japan External Trade Organization in Los Angeles. Nagano's expertise and commitment to cross-border business make him a trusted advisor in the Japanese American business community.

**H**amid Namazie is a financial services attorney and partner at Holland & Knight, specializing in multimillion- and multibillion-dollar secured lending transactions. With over 20 years of experience, he represents banks, institutional lenders and finance companies in complex acquisitions, recapitalizations and cross-border financings. Recognized as an L.A. Times Banking & Finance Visionary, he has led over \$3 billion in deals, including high-profile credit facilities for major corporations. Namazie serves on the Secured Finance Network's National Executive Committee and chairs its Advocacy Committee, influencing key financial legislation. A mentor and leader, he co-founded Holland & Knight's MENA Affinity Group to support Middle Eastern

**Hamid Namazie**

*Partner*

Holland & Knight  
PROFESSIONAL  
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attorneys. A frequent speaker and Chambers USA-ranked lawyer since 2015, he is a trusted advisor shaping the secured finance industry through advocacy, mentorship and client partnerships.



**Steve O'Connell**

*President & CEO*

California Credit Union  
CREDIT UNIONS

**U**nder Steve O'Connell's leadership as president & CEO at California Credit Union, the credit union has grown to over \$5 billion in assets and 200,000 members, achieving record loan production and a 96.6% member satisfaction score in 2024. He has driven innovation in digital banking, operational efficiencies and employee engagement through training programs and resource groups. Committed to community investment, O'Connell launched the California Credit Union Foundation and has overseen \$2.5 million in local contributions, including teacher grants and scholarships. As a certified Community Development Financial Institution (CDFI), the credit union expands financial access to underserved communities through specialized products, credit-building programs and financial literacy initiatives. O'Connell also prioritizes diversity, equity & inclusion (DE&I), with 45% of leadership roles held by women.



**Lilit Nersisyan**

*Audit Principal*

Withum  
PROFESSIONAL  
SERVICES

**L**ilit Nersisyan, a principal at Withum's Los Angeles office, has 13 years of experience in financial services, specializing in GAAP, GAAS and Alternative Investment Audits. Since joining Withum in

2023, she has played a key role in expanding the firm's financial services practice on the West Coast, connecting regional teams and mentoring new hires. Nersisyan leads technical training, organizes industry networking events and champions the Women in Financial Services empowerment group. She actively supports her community through initiatives like Withum's Week of Caring and volunteering for Autism Speaks, Habitat for Humanity and Making Strides Against Breast Cancer. Recognized for her leadership, she was nominated for the Experienced Leader Award at the CalCPA Women's Leadership Conference.



**Scott Olmsted**

*National Technology & Green Economy Executive*

Bank of America  
**COMMERCIAL BANKING**

**S**cott Olmsted leads Bank of America's national technology industry and green economy group within global commercial banking. Since founding the business in 2013, he has grown it into one of the bank's fastest-growing divisions, doubling its portfolio in the past four years. Based in Los Angeles, Olmsted oversees more than 50 bankers nationwide, supporting technology and green economy companies with financial and strategic guidance. His team partners with organizations like the Los Angeles Cleantech Incubator to drive sustainability efforts for events like the FIFA World Cup and the 2028 Summer Olympics. Previously, Olmsted led the bank's technology, media & entertainment group and worked at Disney Imagineering. He earned his M.B.A. from USC and has served on boards for the American Red Cross, LASEC and Ronald McDonald House Charities.



**Kevin O'Malley**

*Partner, Finance*

Blank Rome LLP  
**PROFESSIONAL SERVICES**

**K**evin O'Malley is a partner at Blank Rome LLP, leading the firm's finance practice in Los Angeles. With expertise in commercial finance and secured lending, he represents banks, direct lenders and institutional clients in complex

transactions, including asset-based lending, recapitalizations and bankruptcy proceedings. He has advised on major deals such as a \$1.3-billion unitranche credit facility for BDO USA and a \$210-million ESOP recapitalization for Klein Hersch. Recognized as a Los Angeles Times Banking & Finance Visionary, O'Malley is a frequent speaker and author on finance law, particularly Paycheck Protection Program (PPP) regulations. He is also deeply involved in community service, supporting nonprofits focused on homelessness and poverty. A former craft brewery co-founder, he brings a practical, problem-solving approach to both his legal practice and mentorship within the firm.

**J**im Opdyke is a managing director and market executive at Wells Fargo Commercial Banking, leading the Los Angeles coastal market and entertainment finance group. With 26 years in finance, he oversees a team of 125 serving companies with \$25 million to \$2 billion in annual sales. Wells Fargo provides credit, treasury management and specialized industry expertise across technology, food, real estate and government sectors. Previously, Opdyke held leadership roles at Union Bank and Wells Fargo's commercial banking divisions. He earned his B.A. from UC Berkeley and M.B.A. from UCLA Anderson. Recently, Opdyke played a crucial



**Jim Opdyke**

*Managing Director & Market Executive*

Wells Fargo  
**COMMERCIAL BANKING**

role in supporting employees, clients and the broader community during the recent wildfires, demonstrating exceptional leadership and commitment.

**Andy Park**

*Office Managing Partner*

Ernst & Young LLP  
**PROFESSIONAL SERVICES**



**A**ndy Park, Ernst & Young LLP Los Angeles office managing partner and Pacific South growth markets leader, leads a team of 2,500 professionals, driving market expansion and fostering a people-focused culture. A first-generation college graduate and son of Korean immigrants, he became a partner before 40, exemplifying perseverance and leadership. Park champions entrepreneurship, previously directing EY's Entrepreneur Of The Year® program, and supports education through the Girl Scouts of Greater Los Angeles and the LA Philharmonic. Recognized in the LA 500 for three years, he serves as vice chair of the LA Chamber of Commerce and will be chairman in 2026. In 2024, he was named EY's Pacific South growth markets leader, advising high-growth companies on strategy, capital raises and public readiness.

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**Dan Miller**

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## David Park

*EVP, Head of Commercial Banking and Treasury Management*

Axos Bank  
**COMMERCIAL BANKING**

**D**avid Park, executive vice president of commercial banking and treasury management at Axos Bank, has over 20 years of banking leadership in Southern California. Since joining Axos in 2018, he has transformed it from a specialty finance institution into a dynamic, relationship-based bank, launching middle market, fund banking, entertainment, technology and premium finance groups. In 2024, Park led team and portfolio acquisitions, strengthening the bank's competitive position. Passionate about digital banking, he is spearheading efforts to modernize commercial banking services. Beyond his role, he serves on boards like the Asian Business Association of Orange County and mentors future bankers as a faculty member at the Pacific Coast Banking School. A Columbia M.B.A. graduate, Park also supports local entrepreneurship as a business investor.



## Ryan Park

*Head of Real Estate Banking*

Mizrahi Tefahot Bank  
**COMMERCIAL BANKING**

**R**yan Park is the head of real estate banking at Mizrahi Tefahot Bank, boasting 20 years of industry experience, including three years with the firm. A UCLA graduate with a Bachelor of Science in mathematics/economics, he has successfully established a commercial real

estate banking platform that has expanded the portfolio by 10 times in three years. Park specializes in commercial real estate lending across the greater Los Angeles MSA and NYC, covering multifamily, office, industrial, retail and special-use properties. He also serves as a credit committee member for UMTB USA and has a decade of experience as a children's group leader at Young Nak Church of Orange County, focusing on Sunday School program development for grades 1-6.

**T**homas Pastore is the CEO and co-founder of Sanli Pastore & Hill, Inc., with over 30 years of experience in financial consulting. He specializes in intellectual property and intangible asset valuation, damages analyses, mergers and acquisitions, due diligence and litigation consulting. He has served as an expert witness in federal and state courts, testifying in over 60 trials and 200 depositions. Pastore has valued businesses across industries, including technology, retail, services and manufacturing. A Chartered Financial Analyst (CFA) and Accredited Senior Appraiser (ASA), he holds an M.B.A. from the University of Michigan and a B.B.A. from Bryant College. An

## Thomas Pastore

*CEO & Co-Founder*

Sanli Pastore & Hill, Inc.  
**PROFESSIONAL SERVICES**



active educator, he teaches valuation, taxation and redevelopment topics and is an official instructor for the California Redevelopment Association and SP&H's Goodwill Loss Valuation Workshops.

## Anant Patel

*Partner*

GHJ  
**PROFESSIONAL SERVICES**



**A**nant Patel, a seasoned M&A advisor with over 25 years of experience in the U.S. and U.K., is a partner at GHJ. As global leader – network capabilities for HLB, he facilitates cross-border transactions, leveraging his expertise in financial due diligence, deal structuring and advisory services. A Certified Merger & Acquisition Advisor (CM&AA), Patel has worked on deals ranging from \$20 million to \$1.2 billion, serving private equity, venture capital and institutional investors. Under his leadership, GHJ's advisory practice has grown by 300%, expanding services for the banking and finance sectors. He is a frequent industry contributor and serves on the board of directors for Step Up, supporting mental health and homelessness initiatives.



## Ash Patel

*Chairman of the Board, CEO & President*

Commercial Bank of California  
**COMMERCIAL BANKING**

**A**sh Patel, chairman, CEO and president of Commercial Bank of California (CBC), has over 30 years of banking experience. Under his leadership, CBC grew from \$200 million in assets in 2013 to \$2.5 billion in 2024, achieving its "PJ2B" (Purposeful Journey to a Billion Dollar Bank) initiative and recognition as a Best Place to Work in Southern California (2022-2024). Patel has led key acquisitions, including National Bank of California, VeriCheck and ACHWorks, expanding CBC's technological capabilities. He continues to drive innovation, merging CBC with Community Bank of the Bay to enhance financial access for small businesses. He founded the Siksha Foundation, supporting education for underprivileged children in India and Africa. Patel's vision blends high-touch banking with transformative financial technology to create long-term value for all stakeholders.

**S**cott Pearson, partner at Manatt, Phelps & Phillips, LLP, advises on transactions with regulatory oversight and defends clients in investigations by agencies such as the Consumer Financial Protection Bureau (CFPB) and Federal Trade Commission (FTC). He also helps businesses navigate complex financial regulations, including fintech lending partnerships and commercial finance disclosure laws. Recognized as a 2024 Banking & Finance Visionary by the Los Angeles Times and a Stand-Out Lawyer by Thomson Reuters, Pearson is ranked nationally in Chambers USA for fintech legal expertise. A sought-

## Scott M. Pearson

*Partner*

Manatt, Phelps & Phillips, LLP  
**PROFESSIONAL SERVICES**



after speaker and industry commentator, he is frequently quoted in American Banker and Law360. Beyond his legal work, Pearson supports health care, environmental initiatives and pro bono efforts for military veterans.



## Stephen R. Perry

*Managing Director*

Janes Capital Partners  
**INVESTMENT BANKING**

**S**tephen R. Perry is the managing director and co-founder of Janes Capital Partners, bringing over 30 years of investment banking experience, particularly in mergers and acquisitions

within the aerospace & defense sector. He has completed over 80 M&A transactions valued at approximately \$6.5 billion, with notable deals involving Boeing, Northrop Grumman and General Dynamics. Perry is a member of the Aero Club of Southern California's executive committee and serves as co-chair of Oaklins' global aerospace & defense practice. He holds an M.B.A. in finance from UCLA Anderson and a B.A. in finance and accounting from Georgetown University. He is frequently published and speaks at industry conferences, showcasing his expertise in corporate finance and investment banking.



## Spuds Powell

*Managing Director*

Kayne Anderson Rudnick  
Wealth Advisors  
**ASSET/INVESTMENT MANAGEMENT**

**S**puds Powell, managing director at Kayne Anderson Rudnick (KAR), has over 20 years of experience as a wealth advisor. He leads a six-person team managing over \$3 billion in client assets, creating customized investment strategies. Ranked No. 3 on Barron's 2024 Top 100 Independent Advisors list and inducted into its Hall of Fame in 2022, Powell has consistently been recognized among the nation's top advisors. He is frequently quoted in The Wall Street Journal, Barron's and Forbes. Known for his defensive investment approach during market volatility, he prioritizes client trust and financial education, offering "Investing 101" to the next generation. A Cornell graduate, Powell supports charities like TrinityKids Care and the Manhattan Beach Education Foundation.



## Zoila Price

*EVP & Managing Director,  
Warehouse Lending*

Banc of California  
**COMMERCIAL  
BANKING**

**Z**oila Price is the executive vice president and managing director of Warehouse Lending at Banc of California, overseeing a program that provides \$5 million to \$150 million credit lines to loan originators nationwide. With over 25 years in mortgage banking, she has built and scaled successful warehouse lending platforms, funding over \$100 billion since joining Banc of California. Under Price's leadership, the division grew by 165% in 2024. Previously, she was president and CEO of Optal Companies and Imperial Warehouse Finance Inc. and held senior roles at Lehman Brothers and Impac Warehouse Lending Group. Starting her career at 15 as a mortgage telemarketer, Price values mentorship and team empowerment and is committed to supporting clients' business growth while driving strategic success in mortgage and real estate finance.



## Paul Rahimian

*Founder &  
CEO*

Parkview Financial  
**LENDING**

**P**aul Rahimian, CEO and founder of Parkview Financial, has transformed the firm into a premier direct private lender specializing in bridge and construction loans. Since 2009, Parkview has funded over \$4 billion in multifamily, retail, industrial and mixed-use developments, with loans

ranging from \$5 million to \$200 million. A third-generation real estate developer and former general contractor, Rahimian's expertise drives Parkview's strategic lending approach. In 2023-2024, Parkview achieved a major milestone with the payoff of 36 loans totaling \$1.1 billion, demonstrating resilience in tight capital markets. His innovative model integrates loan origination and servicing, streamlining complex transactions. A sought-after industry speaker, Rahimian shares insights on market trends and investment strategies, shaping the future of real estate finance while mentoring the next generation of industry professionals.

**M**anuel Ramirez, chairman of the board/partner in charge at RJL CPAs, is a distinguished finance leader with over 40 years of expertise in accounting, taxation and business consulting. In 2023, he was elected president of the DFK USA Executive Committee and named to the DFK International Advisory Board, influencing accounting practices globally. A former California Board of Accountancy president, Ramirez adjudicated over 300 disciplinary cases, shaping CPA standards. Recognized among Forbes' Top 200 CPAs and Orange County Business Journal's Most Influential, he champions Hispanic leadership as a co-

## Manuel Ramirez

*Chairman of the Board/Partner  
in Charge, International Tax*

RJL CPAs  
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founder of the Hispanic 100 PAC. An advocate for education and philanthropy, he serves on advisory boards for UCI, CSUF and the Make-A-Wish Foundation.

## Michael Rapkine

*Senior  
Counsel*

Lagerlof, LLP  
**PROFESSIONAL  
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**M**ichael Rapkine is senior counsel in Lagerlof, LLP's litigation department, specializing in financial services litigation, business torts and contract disputes. With extensive experience defending lender liability actions, title disputes and bankruptcy matters, he has represented clients including the Archdiocese of Los Angeles, Priceline.com and Rabobank. A UCLA graduate and Phi Beta Kappa member, Rapkine earned his law degree from Pepperdine University in 2002. His notable cases include Williams v. Wells Fargo Bank, securing attorneys' fees after a jury trial victory, and Das v. WMC Mortg. Corp., where the court ruled lenders have no duty to place borrowers in affordable loans. He was also part of a legal team that successfully prosecuted claims in a \$517-million swap transaction dispute involving Enron.

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**Tom Pastore**, CEO, Founder, &  
Managing Director, Chicago  
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## Matt Rechner

Senior Banking Director –  
Los Angeles & Santa Barbara

Northern Trust  
ASSET/INVESTMENT  
MANAGEMENT

**M**att Rechner is the senior banking director for Northern Trust in Los Angeles, overseeing banking teams in Century City, Pasadena, Santa Barbara and San Diego. With over 25 years of experience, he advises high-net-worth individuals, families, businesses and nonprofits on capital advisory strategies. Previously, he led Northern Trust's banking practice in San Diego and managed a real estate and commercial banking team. A University of Notre Dame graduate, Rechner serves on the board of trustees for Children's Hospital Los Angeles and was previously a corporate board member of the San Diego Chapter of the Juvenile Diabetes Research Foundation. Recognized as a Northern Trust Wealth Management West Region President's Circle member, his role expanded in 2023 to support San Diego's growth.



## Michael Reeves

Partner

Kirkland & Ellis LLP  
PROFESSIONAL  
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**M**ichael Reeves, a partner at Kirkland & Ellis in Los Angeles, is a leading advisor in private equity and asset management M&A, specializing in GP stake sales. With over 30 years of experience, he counsels top private equity firms, including Clearlake Capital, Oaktree Capital and

Platinum Equity, on complex transactions. In the past 24 months, Reeves led over 40 deals, including Accel-KKR's \$2.2-billion fund formation and Energy Capital Partners' merger with Bridgepoint Group to create a €57-billion asset manager. Recognized for his industry expertise, he frequently speaks at conferences and provides pro bono legal services to nonprofits like The Access Project California and New Story Inc., which seeks to improve access to affordable, quality housing for families in Latin America.

**P**aul Rezvani, a debt finance partner at Kirkland & Ellis in Los Angeles, leads complex financing transactions for major private equity firms, including TPG, Thoma Bravo and Accel-KKR. He advises on acquisition financings, recapitalizations, restructurings and loan workouts across industries such as technology, healthcare and industrials. Rezvani recently advised TPG and Francisco Partners on the \$6.5-billion acquisition of New Relic, earning Kirkland a spot among Law360's Legal Lions of the Week. Other key deals include advising Marlin Equity Partners on Virgin Pulse's \$3-billion merger with HealthComp and Thoma Bravo

## Paul Rezvani

Partner

Kirkland & Ellis LLP  
PROFESSIONAL  
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on the \$1.4-billion sale of Syntellis. He has also advised K1 Investment Management, Centerbridge Partners and TPG Rise Climate on major financings.

## Neal S. Robb

Partner

Stradley Ronon Stevens  
& Young, LLP  
PROFESSIONAL  
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**N**eal Robb, a partner at Stradley Ronon Stevens & Young, LLP, is a nationally recognized litigator specializing in high-stakes financial services and securities litigation. He defends clients in state and federal courts and private arbitration forums, including FINRA, JAMS and AAA. Robb has recently handled major cases, including defending a global investment bank in a \$500-million arbitration over aggressive trading strategies, representing a financial adviser in litigation tied to tax strategies under IRS scrutiny and navigating SEC regulations in a dispute over off-channel communications. Beyond his legal work, he is a dedicated advocate for autism causes, serving on the UC Davis MIND Institute's National Council. Robb has been recognized on the Lawdragon 500 and Super Lawyers lists and holds an AV Preeminent rating from Martindale-Hubbell.



## Nathan Rogge

President &  
CEO

First Pacific Bank  
COMMERCIAL  
BANKING

**N**athan Rogge has served as president and CEO of First Pacific Bank since December 2021, leading its transformation from Friendly Hills Bank into a dynamic financial institution. Under his leadership, the bank has posted six consecutive quarters of positive earnings as of September 30, 2024, driven by strong asset quality, core deposit growth and operational efficiency. Rogge has prioritized technology and innovation, including partnerships with Finastra Payments To Go for FedNow services and Q2's digital banking platform to enhance commercial banking. In 2024, First Pacific Bank earned the Great Company Culture Award. Previously, Rogge was CEO of Bank of Southern California, expanding it from \$38 million to \$1.7 billion in assets.

**V**anessa Roman, a two-time L.A. Times Banking and Finance Visionary, is a leading entertainment finance attorney and partner at Akin, advising major banks on high-profile film and TV financing. She has represented Comerica Bank, MUFG Bank, East West Bank and Bank of America in financing blockbuster films like Greenland, Plane and Armageddon Time. Recent deals include Miramax's financing of Roofman and 4 Kids, CAT5's Levon's Trade and MUFG's \$110 million in production loans. She also advised on Bank of America's \$300-million facility with Miramax and JPMorgan's financing of Amblin Partners. Beyond client work, Roman

## Vanessa Roman

Partner

Akin  
PROFESSIONAL  
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contributes pro bono to AFI and the U.S. Holocaust Memorial Museum and serves on the board of Female Executives in Media and Entertainment.



## Shlomi Ronen

Founder/Principal

Dekel Capital  
PRIVATE EQUITY

**D**ekel Capital, founded by Managing Principal Shlomi Ronen, has financed over \$10 billion in equity, mezzanine and debt for U.S. investors and developers. Under his leadership, the firm offers tailored capital solutions, leveraging

deep market relationships to secure best-in-class financing. In 2023, Dekel launched Dekel Correspondent Lending, originating balance sheet and CMBS loans for acquisitions, refinancing and recapitalization. Ronen also leads Dekel Strategic Investors, a proprietary equity fund investing \$3-\$10 million in senior housing developments. Recent transactions include \$90 million in San Diego multifamily development, \$82.3 million for Orlando multifamily construction and \$59.3 million for a West Los Angeles office project. He actively supports philanthropic initiatives, investing time and resources to drive meaningful community impact.



## Joseph Rust

Chief Strategic  
Innovation Officer

Prager Metis  
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**J**oseph Rust is the chief strategic innovation officer and managing partner for the Western Region at Prager Metis, with over 40 years of accounting experience. He oversees and advises on all aspects of strategic focus, direction and execution and encourages a culture of innovation. Rust specializes in strategic planning for business management clients and advocates for royalty and profit participation clients. His team has developed a unique process for recovering royalties, delivering significant financial benefits. Beyond his professional work, he is deeply involved in the community. Rust serves on the board of the Alzheimer's Association California Southland chapter and supports the association with various fundraising efforts, including the Alzheimer's Beach City Walk.



**Carlos P. Salas**

*President*

The Change Company  
LENDING

**C**arlos P. Salas has served as president of The Change Company CDFI since August 2021, leading its mission to serve underbanked communities. He is also CEO of its mortgage lending subsidiary, Change Lending, and has been a director since 2018. Previously, Salas was CEO and president of COR Clearing (now Axos Clearing), chief of staff at Banc of California and a partner at Dolphin Advisors. His career includes investment banking roles at Credit Suisse First Boston and Donaldson, Lufkin & Jenrette, as well as practicing law at Cleary Gottlieb Steen & Hamilton. He has served on multiple public and private company boards, including Williams Controls, Tensasco and ACT Teleconferencing. Salas holds a Juris Doctor from the University of Chicago and a Bachelor of Arts from NYU.



**Trevor M. Saliba**

*Founder,  
Chairman & CEO*

NMS Capital Group LLC  
PRIVATE EQUITY

**T**revor Saliba is the founder, chairman and CEO of NMS Capital Group LLC, a private equity firm with investments across real estate, financial services, infrastructure, energy, technology and media. He also serves as president/COO of NFG and is the founder and chairman of

**N**evin Sanli is the president and founder of Sanli Pastore & Hill, Inc., overseeing client engagements, litigation support and strategic planning. With over 35 years of experience, he specializes in business valuation, forensic economics, damage calculations and mergers and acquisitions, having valued over 4,000 businesses. An Accredited Senior Appraiser (ASA) with the American Society of Appraisers, Sanli is an active speaker and trainer in business valuation, finance and M&A. He is also an accredited provider of MCLE courses for attorneys. He has testified as an expert witness over 60 times in trials and more than

NMS Consulting, leading a global team of over 250 professionals across 15 offices. Previously, Saliba was an investment banker specializing in M&A and cross-border transactions, completing over \$5 billion in deals. He served as managing director-Asia Pacific for Platinum Capital and advised a Los Angeles-based family office on private equity, real estate and venture capital. Saliba is an alumnus of Columbia Business School and a member of the Association for Corporate Growth – Los Angeles Chapter and Young Presidents Organization (YPO).

**Nevin Sanli**

*President &  
Founder*

Sanli Pastore & Hill, Inc.  
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200 times in depositions. Sanli holds a B.A. in economics from the University of California, Irvine, and is a member of professional organizations including ProVisors, All Cities and ACG OC.

**Martin Sarafa**

*Managing  
Partner*

Century Park  
Capital Partners  
PRIVATE EQUITY



**M**artin Sarafa is a founding partner of Century Park Capital Partners, leading leveraged recapitalizations and buyouts since 2000. A member of the investment committee, he sits on the boards of MCCi and NCP Coatings. Previously, Sarafa was a managing director at Houlihan Lokey, managing private equity investments. He has overseen 75 acquisitions, including 24 platforms and 51 add-ons. He led Century Park's 2024 sale of Accelalpha to IBM, following multiple acquisitions to expand the firm. Other key deals include MCCi's 2023 acquisition of GovBuilt and the 2021 acquisition of NCP Coatings. In 2020, Sarafa also led the successful exit of The Mochi Ice Cream Company. He has shaped Century Park's focus on consumer products, specialty manufacturing and business services, emphasizing strategic partnerships that enhance growth.

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## Phillip Sarofim

Founder &  
Managing Partner

Trousdate Ventures  
VENTURE CAPITAL

**P**hillip Sarofim, founder & managing partner of Trousdate Ventures, is known for forward-thinking, sustainable investments across space, mobility, advanced tech, climate technology and wellness. He led the revival of the Meyers Manx dune buggy brand as chairman and has backed companies such as battery innovator Coreshell, satellite communications firm CesiumAstro and green hypersonic aviation leader Venus Aerospace. Sarofim's recent deals include investments in Impulse Space, Starfish Space and Pacific Fusion. Beyond business, he supports institutions like the ArtCenter College of Design, the Houston Police Foundation and the National Air and Space Museum. An alumnus of Rice University, Sarofim combines innovation with sustainability to drive impactful change across industries, fostering a future where technological advancement benefits society and the environment.



## William Schoenholz

Shareholder

Buchalter, APC  
PROFESSIONAL  
SERVICES

**W**illiam Schoenholz, shareholder at Buchalter, APC, has extensive experience in complex domestic and international financing transactions, representing banks, finance companies and institutional investors. He specializes in acquisition financing, bridge loans, working

capital financing and syndicated loans, often involving multi-facility secured arrangements with cross-border elements. Schoenholz also represents lenders in workouts, forbearance arrangements and secured creditor remedies under the Uniform Commercial Code. Recognized by Chambers USA since 2009 and AV Preeminent-rated by Martindale-Hubbell, he was named a Banking & Finance Visionary by L.A. Times in 2023 and 2024. He actively supports charities and received the National Jewish Health Humanitarian Award in 2024. Schoenholz is a board member of the Financial Lawyers Conference and a member of the Business Law Section of the California State Bar.

## Daniel N. Shallman

Managing  
Partner

Covington & Burling  
PROFESSIONAL  
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**D**aniel Shallman, managing partner of Covington & Burling's Los Angeles office, is a nationally recognized, Chambers-ranked white-collar defense lawyer. A former federal prosecutor, he has defended major financial institutions, senior bank executives and fintech companies since entering private practice in 2007. Shallman has handled high-profile cases, including DOJ, SEC and state investigations into mortgage-backed securities, improper sales practices and AML risks in the gaming industry. He secured DOJ declinations for executives in fraud and False Claims Act investigations and serves as lead AML counsel for a major U.S. bank and a social media company. In 2024, Shallman led an independent investigation for the Los Angeles County Board of Supervisors into former Supervisor Mark Ridley-Thomas and county contracting practices. His expertise spans banking, finance and regulatory defense.

## Douglas W. Schwartz

Partner, Corporate  
Group, Taxation Group

Nossaman  
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exempt organizations and navigating Proposition 13, sales tax and business license tax compliance. Schwartz regularly consults on tax issues for public agencies, including Los Angeles World Airports and the California High-Speed Rail Authority.

**D**ouglas Schwartz, partner at Nossaman, specializes in tax matters, including international, federal, state and local taxation. He advises on individual and compensation planning, business transactions, tax-exempt entities and investments across multiple asset classes. His clients span entertainment, real estate, manufacturing, sports, nonprofits and public agencies. Schwartz has extensive experience with tax controversies, representing clients before the IRS, California Franchise Tax Board and other regulatory bodies. He also advises on business formations, M&A, real estate tax issues and cross-border tax planning. His expertise includes structuring public pension and health plan investments, forming tax-



## Dan Shea

Managing  
Director

Objective, Investment  
Banking & Valuation  
INVESTMENT BANKING

**D**an Shea is a managing director at Objective, a leading investment banking and valuation firm serving the middle market. He leads the firm's manufacturing & distribution practice and has nearly 30 years of experience in the sector. A results-driven investment banker, Shea has closed over 100 transactions totaling \$3.5 billion. Recent deals include AEM, Inc.'s sale to Industrial Growth Partners and Fluid Components International's acquisition by AEA Investors' Process Sensing Technologies. A thought leader in M&A, he frequently speaks at industry conferences and has been cited in major publications. Shea serves on the ACG LA committee and advises the nonprofit West Coast Care. Previously, he held leadership roles at BDO Capital and Comerica Capital Markets. He holds an economics degree from Michigan and an M.B.A. from Case Western Reserve.

**J**onathan Shenson is a partner at Greenberg Glusker LLP, specializing in bankruptcy, restructuring and corporate finance. With over two decades of experience, he advises clients on complex insolvency matters, restructurings, acquisitions and credit transactions. Shenson represents debtors, creditors, lenders and acquirers in Chapter 11 cases, out-of-court workouts and distressed asset transactions. His recent cases include advising Shangri-La Development in bankruptcy, refinancing Monrovia Nursery and negotiating an out-of-court resolution for Sotera Digital Health. He speaks at major industry conferences and is frequently cited in Bloomberg Law and Law360. Chambers USA

## Jonathan Shenson

Partner

Greenberg Glusker LLP  
PROFESSIONAL  
SERVICES



and Best Lawyers in America® consistently rank him among California's top bankruptcy attorneys. Shenson earned his J.D. from UCLA School of Law and a B.A. in economics from UC Santa Barbara.



## Numan J. Siddiqi

Partner

BakerHostetler  
PROFESSIONAL  
SERVICES

**N**uman J. Siddiqi, partner at BakerHostetler, excels in complex corporate transactions, specializing in securities offerings, venture capital, mergers and acquisitions and secured loans. His expertise attracts clients across industries, including sports data forecasting, semiconductors and navigation systems, guiding them through financings and sales to private equity and strategic buyers. Siddiqi also advises emerging growth companies and consults on banking and financing matters for public and private firms. In addition, he serves as an advisor for entrepreneurship and innovation programs at University of California, Los Angeles and University of California, Irvine business schools. Siddiqi is the business leader at BakerHostetler's Orange County office, leveraging his deep transactional experience to provide strategic counsel and drive business success.



## Kevin A. Shields

Chairman &  
Co-CEO

Griffin Capital  
ASSET/INVESTMENT  
MANAGEMENT

**K**evin Shields founded Griffin Capital in 1995 and serves as chairman and co-CEO at its El Segundo, CA headquarters. Griffin Capital sponsors Reg. D Private Placements, including the Griffin

Capital Qualified Opportunity Zone Fund and Development Partners Fund series, with \$1.6 billion in equity supporting 32 multifamily developments valued at \$4.3 billion. Previously, the firm sponsored two '40 Act Interval Funds: Griffin Institutional Access® Real Estate Fund and Credit Fund, where Shields served as president. He also led Griffin Capital Advisor, LLC and Griffin Capital Credit Advisor, LLC as CEO. With decades of industry leadership, he continues to drive Griffin Capital's strategic growth, overseeing its investment initiatives and expanding its impact in real estate development and financial markets.



**Ashley M. Simonsen**

Partner

Covington & Burling  
PROFESSIONAL  
SERVICES

**A**shley Simonsen is a partner in Covington & Burling's class action and mass torts practices in Los Angeles, representing clients in financial services, technology and consumer products. She has successfully defended major institutions, including Capital One, JPMorgan Chase, PayPal and Navient, in high-stakes litigation. A leading expert on "true lender" and "valid when made" issues, Simonsen co-led a defense victory for Celtic Bank in a groundbreaking arbitration case. She has also secured dismissals in class actions involving pandemic-related fees, credit card bonuses and BNPL programs. Before law school, she worked at Lehman Brothers, advising on balance sheet management, which informed her strong financial litigation strategies. Simonsen's deep expertise and track record of early case dismissals make her a sought-after advocate for major corporations facing complex legal challenges.



**Spencer Smith**

SVP, L.A.  
Market Leader

U.S. Bank  
COMMERCIAL  
BANKING

**S**pencer Smith is the Los Angeles market leader at U.S. Bank, overseeing large cap industrials and business services, as well as their middle market Los Angeles North teams. He joined U.S. Bank through the 2022 Union Bank acquisition, where he was the Los Angeles

**A**aron Solganick is the founder and CEO of Solganick & Co., a technology-focused investment banking firm specializing in mergers and acquisitions of software and IT services companies since 2009. A seasoned banker with an entrepreneurial drive, he has led notable transactions, including Accenture's acquisition of Nextira, Atos' acquisition of Visual BI, Wipfli's acquisition of Waypoint Consulting and Fort Point Capital's acquisition of Strata Information Group. Other deals include acquisitions by Data Storage Corporation, The Silicon Partners, DAS Health, StackPath, GP Strategies and Stefanini IT Group. Previously, Solganick advised

market president. Previously, Smith spent a decade at Bank of America in commercial and investment banking roles and held positions at J.P. Morgan, BP and Deloitte. With over 20 years of financial services experience, he brings deep industry expertise to U.S. Bank. Smith holds a Bachelor of Science in accounting from Brigham Young University and an M.B.A. from the University of Chicago Booth School of Business.

**Aaron T. Solganick**

CEO &  
Founder

Solganick & Co.  
INVESTMENT  
BANKING



Business & Decision and Alerion Capital Group. Recognized as a top investment banker and influencer for the past decade, he continues to drive high-profile M&A transactions in the technology sector.

**Chris Spicer**

Partner

Akin  
PROFESSIONAL  
SERVICES



**C**hris Spicer, Akin partner and head of the media, entertainment & sports practice, is a leading entertainment finance lawyer, advising on high-profile deals between independent studios and financial institutions for major film, TV and streaming projects. He also counsels on music and gaming ventures. Spicer recently advised a financial institution on a \$1.1-billion secured library credit facility and a global investment firm on a \$100-million Series A equity investment. His work includes major credit facilities for financiers, borrowers and distributors. Notable clients include CAT5, Aperture Media Partners, Comerica Bank, XYZ Films, Fifth Season, East West Bank, FilmNation and MUFG Bank. A member of Akin's management committee, Spicer also leads pro bono efforts, advised the American Film Institute and mentors attorneys through Akin's advisor program.

[Continued from page 6]

#### Biotech Firm Acelyrin Inc. to Merge with Alumis Inc. in \$320M Deal

Agoura Hills-based biotech firm Acelyrin Inc. agreed to merge with San Francisco-based Alumis Inc. in a deal valued at \$320 million on February 6. Upon completion of the deal, which is expected to close in the second quarter of 2025, approximately 55% of the combined company will be owned by Alumis shareholders and 45% by Acelyrin shareholders. The combined company will operate under the Alumis name, and its headquarters will remain in South San Francisco. It will be led by the current Alumis executive team.

"Through this combination with Acelyrin, Alumis will have the financial flexibility and runway to advance an expanded late-stage pipeline, now including Lonigutamab, and build commercial capabilities," said Martin Babler, chairman and chief executive of Alumis, in a statement.

Morgan Stanley & Co. served as financial advisor to Alumis, and Cooley served as legal counsel. Guggenheim Securities served as financial advisor to Acelyrin, and Fenwick & West served as its legal counsel. |

-David Nusbaum



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## Zack Stiefler

Managing  
Director

Gallant Capital  
PRIVATE EQUITY

**Z**ack Stiefler leads investment sourcing, structuring, financing and execution as managing director at Gallant Capital. Previously, he was a principal at Corridor Capital, vice president at Lindsay Goldberg and an analyst at Bank of America Merrill Lynch's global consumer & retail group. Stiefler also co-founded and served as CEO of Bungalow Insurance, an insurance technology firm sold in 2018. He serves on the boards of InformData, Lightning Step and Arctiq and has held board roles at Arvan, CEO Warrior, Nationwide Property & Appraisal Solutions, Refresh Mental Health, U.S. Industrial Tool & Supply and World Wide Land Transfer. He holds a B.S. in economics and a B.A. in political science from Duke University and an M.B.A. from the Wharton School at the University of Pennsylvania.



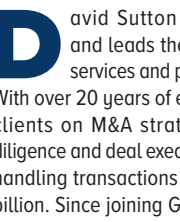
## Steven A. Sugarman

Founder

The Change Company  
LENDING

**S**teven A. Sugarman is founder of The Change Company, a Community Development Financial Institution expanding access to banking and lending for Black, Latino and low-income communities. Partnering with over 75 financial institutions and 1,000 non-bank lenders, its subsidiaries

include Change Home Mortgage, Change Lending and xChange. The firm has earned multiple awards for diversity, leadership and workplace excellence. Previously, Sugarman founded and led Banc of California, growing it into one of Forbes' Top Banks in America. He also led COR Clearing's recapitalization and its sale to Axos Bank. A Yale Law School and Dartmouth graduate, he is of counsel at Michelman & Robinson and a board member of Los Angeles Team Mentoring. Sugarman has received numerous honors for leadership and community impact, including the LATM Keystone Award.



## David Sutton

Partner

GHJ  
PROFESSIONAL  
SERVICES

**D**avid Sutton is a partner at GHJ and leads the transaction advisory services and private equity practices. With over 20 years of experience, he advises clients on M&A strategies, financial due diligence and deal execution across industries, handling transactions from \$10 million to \$1 billion. Since joining GHJ in 2017, Sutton has played a key role in expanding the firm's advisory services. He frequently speaks and writes on economic trends, liquidity management and regulatory changes, with insights featured in M&A Journal, CPG Specialist and Mergers & Acquisitions Magazine. He promotes leadership

development and community service. Sutton's recent M&A deals include Coast to Coast's acquisition by AstroTurf, UTA's acquisition of Fletcher & Co. and Kingswood Capital's acquisition of Identity Theft Guard Solutions.

## Monica Szakos

President & Senior  
Financial Adviser

Asset Preservation  
Strategies  
ASSET/INVESTMENT  
MANAGEMENT



**M**onica Szakos is president and senior financial adviser at Asset Preservation Strategies, Inc., guiding individuals and families through complex financial decisions. Known for her calm leadership, she prioritizes client education to ensure informed wealth management choices, especially in volatile markets. A Certified Financial Planner™ (CFP®), Certified Exit Planning Advisor, Behavioral Financial Advisor and Certified Financial Fiduciary, Szakos has also completed the Advanced Wealth Strategist Planner Program and is a fellow of the Southern California Institute. She holds a B.B.A. from the University of San Diego with a real estate emphasis and a minor in accountancy. Committed to philanthropy, she actively supports the Helen Woodward Animal Center and serves on the Estate & Trust Planning Council for Rady Children's Hospital Foundation.

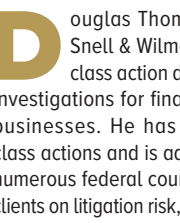


## Anna Tang

Co-Chair,  
Corporate Group

Nossaman  
PROFESSIONAL  
SERVICES

**A**нна Tang is co-chair of Nossaman's corporate group and a leading corporate lawyer known for her strategic approach to complex transactions. She advises companies across industries on mergers and acquisitions, corporate governance, commercial agreements and business structuring. Tang works with clients throughout the business lifecycle, from entity formation and joint ventures to restructuring and dispositions. She also specializes in taxation implications of transactions. Her expertise extends to healthcare and real estate, representing surgical centers, medical groups and real estate developers in structuring ventures and securing financing. With experience as a corporate and tax attorney at a top Australian law firm, Tang advises multinational and foreign clients on Australian and international commercial and taxation issues.



## Douglas A. Thompson

Partner

Snell & Wilmer  
PROFESSIONAL  
SERVICES

**D**ouglas Thompson is a partner at Snell & Wilmer, LLP, specializing in class action defense and regulatory investigations for financial institutions and businesses. He has defended over 250 class actions and is admitted pro hac vice in numerous federal courts. Thompson advises clients on litigation risk, regulatory compliance and ESG and sustainability matters. He has extensive experience with federal banking laws, including RESPA, TILA, FCRA, FACTA, FDCPA and ECOA, as well as banking deposit operations and fraud claims. He also represents businesses in technology, retail and financial services against statutory and contractual claims. Previously, Thompson

led litigation strategy at major financial institutions and held leadership roles at an AM Law 100 firm. A community leader, he serves on the Legal Aid Foundation of Los Angeles Board.



## Mark Udis

Partner

Certuity  
ASSET/INVESTMENT  
MANAGEMENT

**M**ark Udis is a partner at Certuity, specializing in wealth management for high-net-worth individuals, including technology entrepreneurs, executives, athletes and professionals. He leads Certuity's Manhattan Beach office, expanding the firm's presence in Los Angeles and serving a younger entrepreneurial client base. An active member of Certuity's investment strategy team, Udis tailors financial strategies to adapt to market changes and offers clients access to institutional alternative investments. Recognized by Forbes and Barron's as a top wealth advisor from 2021 to 2024, he is known for his strategic portfolio management and client communication. Committed to community service, he serves on the board of directors for Team IMPACT Los Angeles and coaches youth sports. Udis received a Bachelor of Science in finance from Lehigh University.



## Ivo A. Tjan

Chairman,  
President & CEO

CommerceWest Bank  
COMMERCIAL  
BANKING

**I**vo A. Tjan is the chairman, president & CEO at CommerceWest Bank and is known for his dedication to employees, clients and the community. He fosters a supportive workplace, empowering his team with mentorship and growth opportunities.

His leadership extends beyond business, forming lasting client partnerships built on trust and care. A committed philanthropist, Tjan supports initiatives like the Walk to End Alzheimer's, the Journey of Hope Gala and Working Wardrobe's Infinite Horizons Gala. He also engages with Chambers of Commerce, providing economic insights to help businesses thrive. His leadership has earned notable recognition, including Newsweek's 2025 America's Best Regional Banks and Credit Unions, the OC 500's Directory of Influence and one of the Fastest Growing Public Companies and Top 100 Publicly Traded Banks.



**Chris Van Dusen**

Senior Partner

Solyco Capital  
VENTURE CAPITAL

**C**hris Van Dusen is a senior partner at Solyco Capital, a private equity-driven venture capital firm specializing in capital solutions for late-stage startups and growth companies. He leads capitalization and deal generation, leveraging his expertise in scaling businesses to successful acquisitions. Van Dusen serves on the boards of ai.io, Bonus and AthleteAgent and is a frequent speaker on capital raising and leadership, presenting at Hamptons Tech Week and EO conferences. His insights have been featured on podcasts like Making Billions and The Registered Investment Advisor. Previously, he was chief growth officer at Balanced Health Botanicals, leading its successful 2021 exit. Van Dusen is a board member of Alder, a founding member of Forged Eagle Society and an Entrepreneurs' Organization member.



**Trisha Vo**

Executive Director

J.P. Morgan  
ASSET/INVESTMENT MANAGEMENT

**T**risha Vo is an executive director and banker at J.P. Morgan Private Bank, guiding clients in managing and maximizing their wealth. With over 20 years of experience, she works with multi-generational families, law firm partners, medical professionals and entrepreneurs, offering

**M**ichael A. Waxberg is the founder and private wealth advisor of Fortify Capital, a member of the Northwestern Mutual Private Client Group. A CERTIFIED FINANCIAL PLANNER® (CFP®) professional, he has built a nationally recognized investment and financial planning practice over 25 years. He specializes in retirement, investment, estate and tax-efficient business planning for individuals and businesses. Holding ChFC®, CLU® and RICP® designations, along with Series 6, 7, 63 and 65 securities registrations, Waxberg graduated from San Diego State University in 1998. He leads Fortify Capital with integrity, prioritizing client needs, transparency and education.

tailored strategies in estate planning, lending, private investments and liquidity. Previously at Wells Fargo, City National Bank and Bank of America, Vo is committed to empowering women in entrepreneurship and technology as a member of Girls in Tech. A California State University, Fullerton graduate, she holds a B.B.A. in finance and marketing. Fluent in Vietnamese and conversant in Cantonese and French, she supports nonprofits focused on health advocacy and underserved youth.

**Michael A. Waxberg**

Founder & Private Wealth Advisor

Fortify Capital | Wealth Management & Insurance Services  
ASSET/INVESTMENT MANAGEMENT



Committed to multi-generational financial success, Waxberg's team offers tailored solutions and comprehensive planning. He serves on the Collins-Katz YMCA Board and is a member of the Jonathan Club and Calabasas Country Club.

**Eric Wedel**

Partner

Paul, Weiss, Rifkind, Wharton & Garrison LLP  
PROFESSIONAL SERVICES



**E**ric Wedel, partner at Paul, Weiss, Rifkind, Wharton & Garrison LLP, is a top private equity finance lawyer who leads the company's Los Angeles office and serves as global co-chair of the finance and capital markets group. With 20 years of experience, he represents major private equity firms, including Warburg Pincus, KKR, Hg Capital, Stone Point Capital and Stonepeak. After moving to L.A. in 2021, Wedel joined Paul, Weiss in 2023, spearheading its West Coast expansion. Under his leadership, the firm has built elite legal capabilities in L.A. and London, earning The American Lawyer's Law Firm of the Year Award. A prolific dealmaker, Wedel has led approximately \$70 billion in private equity financings in 2024. His high-profile deals include major acquisitions for Stone Point, General Atlantic, Hg Capital and Warburg Pincus, positioning him as a dominant force in the industry.

**Paul | Weiss**

Congratulations to our friend and colleague, Eric Wedel, on being recognized as a 2025 Banking & Finance Visionary by *LA Times Studios*



**Jeff White**

*Managing Director*

Skyview Capital  
PRIVATE EQUITY

**J**eff White is a managing director at Skyview Capital, leading M&A efforts since the firm's inception. With decades of experience in private equity, investment banking and executive management, he previously played a key role in Platinum Equity's global M&A team before establishing and leading Skyview's business development division. White oversees acquisitions, negotiations and investment strategy as a member of the firm's investment committee. He also received the M&A Advisor Emerging Leader Award. Beyond finance, he has held leadership roles with the G8 Young Summit and the Milken Institute and actively supports organizations like Conservation International and the Elton John AIDS Foundation. A frequent industry speaker, White holds a B.A. from Southern Methodist University.



**Todd Wilson**

*Regional President for Greater Los Angeles*

PNC Bank  
COMMERCIAL BANKING

**T**odd Wilson is the PNC Bank regional president for Greater Los Angeles, overseeing business development, client relationships and local philanthropic initiatives. Since establishing PNC's regional office in 2021, he has significantly expanded the bank's presence. With nearly 30 years

**Y**aw-Jiun (Gene) Wu is a partner at Lagerlof, LLP, specializing in business litigation, class actions, bankruptcy adversaries and intellectual property. A licensed patent attorney, he has expertise in federal preemption, lender liability, ADA and FEHA compliance and commercial agreements. Previously an associate at Sheppard Mullin, Wu has litigated significant cases, including Haggarty v. Wells Fargo Bank and DeLeon v. Wells Fargo Bank, N.A. He earned a B.S. in biochemistry, summa cum laude, from SUNY Buffalo and a J.D. from UC Berkeley School of Law. Before law school, he interned with the EEOC and served in the

in finance, Wilson has held senior roles in private equity, lending and corporate finance. He previously served as COO of Fortifi Financial and as managing director for the City of Los Angeles, leading small business initiatives. Under his leadership, PNC has grown across key sectors and strengthened community partnerships, investing in early childhood education and housing affordability. Wilson serves on the Los Angeles Sports and Entertainment Commission and the Chamber of Commerce board. He has positioned PNC as a leader in economic and community development throughout Greater Los Angeles.

**Yaw-Jiun (Gene) Wu**  
*Partner*

Lagerlof, LLP  
PROFESSIONAL SERVICES



U.S. Peace Corps, teaching in Samoa. Admitted to all federal courts in California and the USPTO, Wu is a member of NCAB and the Asian Business League and is fluent in Mandarin.

**Maz Yafeh**

*Managing Director, BofA Securities*

Bank of America  
INVESTMENT BANKING



**M**az Yafeh is a managing director at Bank of America's investment banking group, leading BofA Securities' Los Angeles investment banking office and West Coast Emerging Growth & Regional Coverage (EGRC) group. With over 20 years of experience, he has led more than \$80 billion in M&A advisory transactions, IPOs, private equity capital raises and syndicated debt financings. Under Yafeh's leadership, BofA has become the largest bulge-bracket bank in L.A., with 50 bankers covering all major industries. His team of 30 bankers advises emerging growth and mid-cap public and private clients across industrials, consumer & retail, technology, media & entertainment, business services and healthcare. Yafeh is the longest-tenured member of the EGRC, which has grown to 200 bankers nationwide, making it one of BofA's fastest-growing institutional businesses.



**Angela Yim-Sullivan**

*Managing Director, Market Executive*

Wells Fargo  
COMMERCIAL BANKING

**A**ngela Yim-Sullivan is the market executive for Wells Fargo commercial banking in the Los Angeles Metro Market, leading a team of 125 across Downtown, Pasadena and the San Gabriel Valley. She helps businesses navigate challenges with innovative solutions and best-in-class services. A strong advocate for diversity and inclusion, Yim-Sullivan fosters a culture of collaboration and celebrates events like Lunar New Year, Hispanic Heritage Month and International Women's Day. She leads by example, ensuring her team prioritizes customer needs with integrity. Her leadership was vital during COVID-19 and the Eaton Fire, where she secured business stability, ensured team safety and led fundraising efforts for affected colleagues. Yim-Sullivan remains steadfast in her commitment to customers, employees and the broader Los Angeles community.

**M**ichael Young, partner at Massumi + Consoli, is a seasoned transactional attorney advising private equity firms, portfolio companies and public and private businesses on complex transactions, including acquisitions, leveraged buyouts, mergers and joint ventures. He also counsels clients on corporate governance matters, making him a trusted advisor for high-stakes deals. Young has led transactions across diverse industries, representing clients such as Abry Partners, Aurora Capital Partners, Clearlake Capital Group and Amphenol Corporation. Recognized by The Legal 500 and the Los Angeles Business Journal, he is known for his expertise in middle-market M&A. Previously at Latham & Watkins, he has

**Michael Young**

*Partner*

Massumi + Consoli  
PROFESSIONAL SERVICES



been instrumental in Massumi + Consoli's rapid growth. Young also leads firm culture initiatives, talent development and client relationship management. Beyond law, he supports charitable efforts, including the Posse Foundation.



**Guy Zaczepinski**

*Managing Partner*

Century Park Capital Partners  
PRIVATE EQUITY

**G**uy Zaczepinski, managing partner at Century Park Capital Partners, has been with the firm since 2005, leading buyout transactions and portfolio management. He serves on the boards of Total Access Elevator, CJ Pony Parts, MCCi

and Dominion Care. A specialist in the auto aftermarket industry, Zaczepinski led the recapitalization of CJ Pony Parts in 2021 and its 2024 acquisition of American Powertrain, strengthening its proprietary brand portfolio. He also led the 2024 majority recapitalization of Total Access Elevator. He oversaw the successful 2021 exit of Covercraft Industries to Audax Private Equity, growing its earnings nearly eightfold through direct-to-consumer expansion and acquisitions. Zaczepinski prioritizes a flexible, value-driven approach to investments, adhering to Century Park's principles of integrity, transparency and alignment to drive business growth.



**Bart Zandbergen**

*Founder & CEO*

The Zandbergen Group  
ASSET/INVESTMENT MANAGEMENT

**B**art Zandbergen, CFP®, is the founder and CEO of The Zandbergen Group, bringing nearly 40 years of wealth management experience. Respected for his "True Wealth" philosophy, he helps clients create purpose-driven financial plans for lasting financial independence. Having navigated Black Monday, the Great Recession and the COVID-19 pandemic, Zandbergen provides expert guidance to individuals, families, executives and entrepreneurs. His leadership has expanded The Zandbergen Group's advisor team, emphasizing strategic wealth-building. Recognized as a Top Wealth Advisor by Forbes and Advisor Hub, he is also a Certified Divorce Financial Analyst and holds a Life/Health/Disability Insurance license. Zandbergen hosts The Zandbergen Report, now in its seventh year, featuring insights on finance and interviews with top entrepreneurs and industry leaders. His expertise has been featured by RIA Channel.

# TOP MBA PROGRAMS IN SOUTHERN CALIFORNIA

# MBA INSIDER

## AN IN-DEPTH LOOK AT MBA SCHOOLS AND THEIR PROGRAMS


LA Times Studios presents the 25 largest MBA programs in Southern California ranked by number of graduates in 2024. The list includes colleges and universities that operate graduate business schools with campuses in Los Angeles, Orange, San Bernardino, Riverside and San Diego counties. Information was provided by representatives of the programs. Several programs, including University of Southern California's Marshall School of Business, which has more than 1,200 students enrolled in MBA programs, declined to provide information. As a group, the 25 largest MBA programs in Southern California awarded 3,788 degrees in 2024.

In addition to these programs, we feature detailed profiles of some of the best MBA offerings in Southern California. These select colleges have a myriad of curriculums to suit anyone seeking their MBA, and are ready to help students reach the next level in their education.



<b>1</b>	<b>UCLA</b> Anderson School of Management
	Location: <b>Los Angeles</b> MBA Degrees Awarded: <b>758</b> Total Graduate Level Enrollment: <b>2035</b> Year Founded: <b>1935</b> Dean: <b>Antonio BERNARDO</b> <a href="http://anderson.ucla.edu">anderson.ucla.edu</a>

<b>2</b>	<b>Westcliff University</b> College of Business
	Location: <b>Irvine</b> MBA Degrees Awarded: <b>489</b> Total Graduate Level Enrollment: <b>2027</b> Year Founded: <b>1993</b> Dean: <b>Dr. William LIGHTFOOT</b> <a href="http://westcliff.edu">westcliff.edu</a>

<b>3</b>	<b>Pepperdine University</b> Graziadio Business School
	Location: <b>Los Angeles</b> MBA Degrees Awarded: <b>359</b> Total Graduate Level Enrollment: <b>716</b> Year Founded: <b>1969</b> Dean: <b>Deborah CROWN</b> <a href="http://bschool.pepperdine.edu">bschool.pepperdine.edu</a>

<b>4</b>	<b>Sofia University</b> Professional Development
	Location: <b>Costa Mesa</b> MBA Degrees Awarded: <b>296</b> Total Graduate Level Enrollment: <b>150</b> Year Founded: <b>1975</b> Dean: <b>Dr. Simone DIMATTEO</b> <a href="http://sofia.edu">sofia.edu</a>

<b>5</b>	<b>Cal State Long Beach</b> College of Business
	Location: <b>Long Beach</b> MBA Degrees Awarded: <b>217</b> Total Graduate Level Enrollment: <b>882</b> Year Founded: <b>1949</b> Dean: <b>Dr. Mark SUAZO</b> <a href="http://csulb.edu">csulb.edu</a>

<b>6</b>	<b>UC Irvine</b> The Paul Merage School of Business
	Location: <b>Irvine</b> MBA Degrees Awarded: <b>194</b> Total Graduate Level Enrollment: <b>907</b> Year Founded: <b>1965</b> Dean: <b>Ian O. WILLIAMSON</b> <a href="http://merage.uci.edu">merage.uci.edu</a>

<b>7</b>	<b>California Baptist University</b> Dr. Robert K. Jabs School of Business
	Location: <b>Riverside</b> MBA Degrees Awarded: <b>177</b> Total Graduate Level Enrollment: <b>220</b> Year Founded: <b>1950</b> Dean: <b>Tim GRAMLING</b> <a href="http://calbaptist.edu">calbaptist.edu</a>

<b>8</b>	<b>San Diego State University</b> Fowler College of Business
	Location: <b>San Diego</b> MBA Degrees Awarded: <b>142</b> Total Graduate Level Enrollment: <b>534</b> Year Founded: <b>1897</b> Dean: <b>Dan MOSHAVI</b> <a href="http://business.sdsu.edu">business.sdsu.edu</a>

<b>9</b>	<b>UC San Diego</b> Rady School of Management
	Location: <b>La Jolla</b> MBA Degrees Awarded: <b>120</b> Total Graduate Level Enrollment: <b>791</b> Year Founded: <b>2003</b> Dean: <b>Lisa ORDÓÑEZ</b> <a href="http://rady.ucsd.edu">rady.ucsd.edu</a>

<b>10</b>	<b>Cal State Fullerton</b> College of Business and Economics
	Location: <b>Fullerton</b> MBA Degrees Awarded: <b>116</b> Total Graduate Level Enrollment: <b>707</b> Year Founded: <b>1961</b> Dean: <b>Dr. Sridhar (Sri) SUNDARAM</b> <a href="http://business.fullerton.edu">business.fullerton.edu</a>

# TOP MBA PROGRAMS IN SOUTHERN CALIFORNIA

**11** **California Lutheran University**  
School of Management



Location: **Thousand Oaks**  
MBA Degrees Awarded: **115**  
Total Graduate Level Enrollment: **339**  
Year Founded: **1959**  
Dean: **Dr. Vlad VAIMAN**  
[callutheran.edu](http://callutheran.edu)

**12** **University of Redlands**  
School of Business & Society



Location: **Redlands**  
MBA Degrees Awarded: **108**  
Total Graduate Level Enrollment: **291**  
Year Founded: **1987**  
Dean: **Thomas HORAN, PH.D.**  
[redlands.edu](http://redlands.edu)

**13** **Cal State San Bernardino**  
Jack H. Brown College of Business & Public Administration




Location: **San Bernardino**  
MBA Degrees Awarded: **103**  
Total Graduate Level Enrollment: **302**  
Year Founded: **1976**  
Dean: **Tomás GÓMEZ-ARIAS**  
[csusb.edu](http://csusb.edu)

**14** **University of Michigan**  
Ross School of Business



Location: **Los Angeles**  
MBA Degrees Awarded: **97**  
Total Graduate Level Enrollment: **218**  
Year Founded: **2012**  
Dean: **Sharon F. MATUSIK**  
[michiganross.umich.edu](http://michiganross.umich.edu)

**15** **Cal Poly Pomona**  
Singelyn Graduate School of Business



Location: **Pomona**  
MBA Degrees Awarded: **88**  
Total Graduate Level Enrollment: **680**  
Year Founded: **1972**  
Dean: **Dr. Sandeep KRISHNAMURTHY**  
[cpp.edu](http://cpp.edu)

**16** **UC Riverside**  
School of Business, A. Gary Anderson Graduate School of Management



Location: **Riverside**  
MBA Degrees Awarded: **63**  
Total Graduate Level Enrollment: **498**  
Year Founded: **1970**  
Dean: **Yunzeng WANG**  
[business.ucr.edu](http://business.ucr.edu)

**17** **Cal State San Marcos**  
College of Business Administration



Location: **San Marcos**  
MBA Degrees Awarded: **60**  
Total Graduate Level Enrollment: **105**  
Year Founded: **1989**  
Dean: **Ronald RAMIREZ**  
[csusm.edu](http://csusm.edu)

**18** **Cal State Northridge**  
David Nazarian College of Business and Economics



Location: **Northridge**  
MBA Degrees Awarded: **57**  
Total Graduate Level Enrollment: **188**  
Year Founded: **1958**  
Dean: **Chandra SUBRAMANIAM, PH.D.**  
[csun.edu](http://csun.edu)

**19** **Loyola Marymount University**  
College of Business Administration



Location: **Los Angeles**  
MBA Degrees Awarded: **53**  
Total Graduate Level Enrollment: **200**  
Year Founded: **1911**  
Dean: **Dayle M. SMITH, PH.D.**  
[cba.lmu.edu](http://cba.lmu.edu)

**20** **California Miramar University**



Location: **San Diego**  
MBA Degrees Awarded: **39**  
Total Graduate Level Enrollment: **135**  
Year Founded: **2005**  
Dean: **Rupali VORA**  
[calmu.edu](http://calmu.edu)

**21** **Biola University**  
Crowell School of Business



Location: **La Mirada**  
MBA Degrees Awarded: **36**  
Total Graduate Level Enrollment: **73**  
Year Founded: **1908**  
Dean: **Dr. Michael ARENA**  
[biola.edu](http://biola.edu)

**22** **Cal State Channel Islands**  
Martin V. Smith School of Business and Economics




Location: **Camarillo**  
MBA Degrees Awarded: **35**  
Total Graduate Level Enrollment: **89**  
Year Founded: **2002**  
Dean: **Susan A. ANDRZEJEWSKI, PH.D.**  
[business.csuci.edu](http://business.csuci.edu)

**23** **Mount Saint Mary's University**  
Business Administration Department



Location: **Los Angeles**  
MBA Degrees Awarded: **33**  
Total Graduate Level Enrollment: **26**  
Year Founded: **2008**  
Dean: **Michael FRENCH, PH.D.**  
[msmu.edu](http://msmu.edu)

**24** **Concordia University**  
Irvine School of Business and Economics



Location: **Irvine**  
MBA Degrees Awarded: **23**  
Total Graduate Level Enrollment: **107**  
Year Founded: **1999**  
Dean: **Karl HOENECKE**  
[cui.edu](http://cui.edu)

**25** **University of West Los Angeles**  
School of Business



Location: **Inglewood**  
MBA Degrees Awarded: **10**  
Total Graduate Level Enrollment: **65**  
Year Founded: **1966**  
Dean: **Talon BROWN**  
[uwla.edu](http://uwla.edu)

# Loyola Marymount University



Loyola Marymount University's redesigned MBA curriculum launches fall 2025. This part-time program is crafted to meet the needs of working professionals, offering evening classes and a flexible, affordable, and customizable pathway to earning an MBA in just two years.

Small, intimate classes are led by faculty who are invested in their

students' success. Experiential learning illustrates key concepts, and hands-on projects provide opportunities to apply new skills.

LMU also offers a variety of other graduate business programs in accounting, business analytics, entertainment leadership, entrepreneurship and sustainable innovation, management, and taxation.

Take your next bold step and visit [cba.lmu.edu/gradprograms](http://cba.lmu.edu/gradprograms) to learn more.



**NAME OF INSTITUTION**

Loyola Marymount University

**NAME OF BUSINESS SCHOOL OR PROGRAM**

College of Business Administration

**BUSINESS SCHOOL DEAN**

Dayle M. Smith, Ph.D.

**YEAR INSTITUTION WAS FOUNDED**

1911

**YEAR BUSINESS SCHOOL OR PROGRAM WAS STARTED**

College of Business Administration: 1926  
MBA Program: 1974

**TOTAL MBA ENROLLMENT**

80

**MBA PLATFORMS OFFERED**

MBA JD/MBA MS/MBA

**MBA AREAS OF EMPHASIS OFFERED**

Business Analytics  
Entrepreneurship  
Finance  
International Business  
Marketing

**LENGTH OF PROGRAMS**

Part-Time MBA: 21-36 months

**PROGRAM CAMPUS OPTIONS**

MBA core courses and select electives take place on LMU's main campus in Westchester near Playa Vista. Some MBA electives are offered as online synchronous courses.

**PROGRAM ACCREDITATIONS**

AACSB, WASC

**RANKINGS**

U.S. News & World Report 2024 Graduate Rankings  
• International Management: No. 22  
• Business: No. 18 Finance: No. 33  
• Entrepreneurship: No. 41  
• Part-time MBA: No. 66  
• Marketing: No. 21

The Princeton Review and Entrepreneur Magazine 2025 Top Graduate Programs  
• Entrepreneurship: No. 30

**TOTAL COST OF MBA**

\$61,344–\$71,568 (\$1,704 per unit with 36-42 units required depending on previous business coursework.)

**UPCOMING INFORMATION SESSIONS:**

Visit [mba.lmu.edu](http://mba.lmu.edu) to learn about our admission events.

**REQUIRED TESTING**

GMAT or GRE required. Waivers available to qualified applicants.

**APPLICATION DEADLINES**

May 31, 2025

**CONNECT WITH US**

Visit [mba.lmu.edu/contact](http://mba.lmu.edu/contact) to schedule a virtual appointment with an admission recruiter.

**PROGRAM CONTACT INFORMATION**

Dustin Cornwell, Senior Director  
[dustin.cornwell@lmu.edu](mailto:dustin.cornwell@lmu.edu) | 310.258.8707

## New MBA Curriculum Launching Fall 2025



Loyola Marymount University's redesigned MBA curriculum meets the needs of busy professionals, offering a personalized, flexible, and affordable pathway to an MBA in just two years.

Explore [mba.lmu.edu](http://mba.lmu.edu) to learn more about our top-ranked, part-time MBA program.



Learn more about LMU's dynamic MBA program.

# Biola University



## MASTER THE FUTURE OF BUSINESS WITH AI-POWERED AGILITY

In today's fast-evolving business landscape, staying ahead requires adaptability, innovation and a deep understanding of AI-driven transformation. Biola University's Adaptive MBA is uniquely designed to equip leaders with the skills to navigate and shape the future of business – all through a lens of biblical wisdom, ethical leadership and cutting-edge AI integration.

### A Future-Proof MBA: Three Core Differentiators

#### Fast-Track your Growth with Expert-Led Intensives

Stay ahead of the curve with immersive 3-day intensives led by top professors from major universities and industry trailblazers from powerhouse companies like Amazon, Starbucks and Nike. Dive deep into emerging topics like agentic AI, cryptocurrency and behavioral economics.

#### Master New Skills Through AI Business Sprints

Engage in 3- to 5-week AI business sprints, where you'll tackle real-world challenges issued by current business leaders. Access cutting-edge resources

through Biola's AI Venture Studio and AI Lab to gain experience in using artificial intelligence for business innovation.

#### Craft a Comprehensive "Kingdom Challenge Plan"

In the MBA program, you'll develop a Kingdom Challenge Plan – a purpose-driven business strategy that blends your education, values and passions to make a lasting impact. Graduating with more than just a degree, you'll have a dynamic venture plan to guide your career and change the world for Christ.

#### Six Additional Program Highlights:

**Skill-Based Certifications** – Earn micro-credentials in AI augmentation, entertainment business and behavioral economics to enhance your résumé and career prospects.

**Flexible, Adaptive Learning** – Choose from personalized electives across disciplines, shaping your MBA to fit your career trajectory.

**World-Class Business Faculty** – Learn from leaders at JPMorgan Chase, AT&T,

Microsoft, In-N-Out and Bank of America who bring decades of industry expertise.

**Human-Centric Business Skills** – Develop emotional intelligence, social influence and critical thinking, ensuring you lead with wisdom and impact.

**1:1 Christian Business Mentorship** – Connect with industry-aligned Christian mentors who guide your professional and spiritual growth.

**Biblical Integration in Every Course** – Approach complex business challenges with a faith-driven, ethical perspective that distinguishes Biola graduates in the marketplace.

**Break free from business as usual.** The Adaptive MBA at Biola University isn't just about earning a degree – it's about equipping forward-thinking leaders with the tools, wisdom and faith to transform industries and make a kingdom impact.

Learn more and apply today:  
[biola.edu/adaptivemba](https://biola.edu/adaptivemba)

### NAME OF INSTITUTION

Biola University

### NAME OF BUSINESS SCHOOL OR PROGRAM

Crowell School of Business–Adaptive MBA

### BUSINESS SCHOOL DEAN

Michael Arena

### YEAR INSTITUTION WAS FOUNDED

1908

### YEAR BUSINESS SCHOOL OR PROGRAM WAS STARTED

Adaptive MBA: Fall 2025  
MBA: 2001

### TOTAL MBA ENROLLMENT

Beginning Fall '25

### MBA AREAS OF EMPHASIS OFFERED

The Adaptive MBA offers skill badges based on market demand, replacing traditional concentrations.

### LENGTH OF PROGRAMS

16-24 months

### PROGRAM CAMPUS OPTIONS

Hybrid

### PROGRAM ACCREDITATIONS

WSCUC / ACBSP

### RANKINGS

Biola University is ranked the #1 Christian University for Faith in Action. See [biola.edu/rankings](https://biola.edu/rankings) for details.

### TOTAL COST OF MBA

\$837 per credit, \$30,132

### REQUIRED TESTING

N/A

### UPCOMING INFORMATION SESSIONS

March 12, 2025, 6:00 pm  
March 26, 2025, 6:00 pm  
April 10, 2025, 10:00 am  
April 23, 2025, 6:00 pm

### APPLICATION DEADLINES

Fall Semester  
Early Action: June 1  
General: July 1  
International Students: June 1  
Spring Semester  
General: December 1  
International Students: October 1

### PROGRAM CONTACT INFORMATION

Hannah Drewry, [mba@biola.edu](mailto:mba@biola.edu),  
562.944.0351, x3292

INTRODUCING THE ADAPTIVE MBA

# Today's Market Moves Fast. Adapt Faster.

Today's business landscape demands leaders who are nimble, proactive and adept at harnessing the latest technologies and tools. The **Adaptive MBA at Biola University** is a living, dynamic program that moves forward with you, constantly evolving to meet the shifting demands of business — so you can **future-proof your career**.



**Fast-Track your Growth  
with Expert-Led Intensives**



**Master New Skills Through  
AI Business Sprints**



**Craft a Comprehensive  
“Kingdom Challenge Plan”**

## CHART YOUR PATH

Use our custom AI-powered tool to instantly generate a sample set of courses for your Adaptive MBA program — tailored to your specific background and career goals.



**Try the AI Pathfinder**  
[biola.edu/adaptivemba](https://biola.edu/adaptivemba)



**BIOLA**  
UNIVERSITY

Crowell School  
of Business

# California State University, Northridge

**CSUN NAZARIAN**  
COLLEGE OF BUSINESS & ECONOMICS



## DIVERSE IDEAS FOR DYNAMIC ENVIRONMENTS

**T**he MBA program of CSUN's David Nazarian College of Business and Economics takes pride in the achievements of its students and alumni. Nazarian College MBA graduates are accomplished professionals representing incredibly diverse backgrounds in a variety of industries in the San Fernando Valley, Los Angeles County and Ventura County regions. Our graduate students view their MBA as a smart investment in understanding dynamic business environments so they may lead with diverse insights.

### FLEXIBLE RELEVANCE

Classes are held Monday through Thursday from 7-10 p.m. and occasionally on Saturdays. Students typically take two courses per semester and complete MBA coursework in about two years. While our students thrive with the networking and interactions via in-person courses, many courses are offered in a hybrid format, providing access flexibility for students and reducing drive time to campus. Students reduce or accelerate their academic load commensurate with career and family demands. Elective

offerings focus on providing timely and relevant topics that help differentiate students in their workplace and add career value.

### NAZARIAN COLLEGE CONSULTING

Nazarian College MBA students not only learn but also pay that knowledge forward by helping organizations as part of the culminating experience in the Nazarian College Small Business Consulting Program. Through continued support from the Wells Fargo Foundation, MBA student teams consult with and address the specific needs of small businesses and nonprofits in the region. As a result, students gain confidence and improve their networks, paying their investment forward to the community.

### MATADOR PRIDE

Nazarian College and California State University, Northridge, are consistently ranked as among the best in higher education. U.S. News & World Report ranked Nazarian College's MBA program as No. 5 among CSUs and one of the best in California (2024) while the Princeton Review recognized the program as the "Best On-Campus MBA."

In addition, The Wall Street Journal/College Plus recently ranked CSUN as the second-best public university in California, the 12th-best public university in the nation and the fifth-best university for social mobility. The Wall Street Journal also ranks CSUN among the top three universities nationwide for diversity. Few MBA programs can equal the Nazarian College's in graduating MBAs prepared to work and lead in a diverse and global business environment.

Housed on a beautiful 365-acre campus, CSUN is the fourth-largest university in California. Its 400,000 alumni include prominent business leaders, such as the man for whom the business college was named, David Nazarian. The university is home to the award-winning Younes and Soraya Nazarian Center for the Performing Arts and the LEED Gold-certified Student Recreation Center.

### NAME OF INSTITUTION

California State University, Northridge

### NAME OF BUSINESS SCHOOL OR PROGRAM

The David Nazarian College of Business and Economics  
MBA Program

### BUSINESS SCHOOL DEAN

Chandra Subramaniam, Ph.D.

### YEAR INSTITUTION WAS FOUNDED

1958

### YEAR BUSINESS SCHOOL OR PROGRAM WAS STARTED

1958

### TOTAL MBA ENROLLMENT

188

### MBA PLATFORMS OFFERED

Part-time evening MBA

### MBA AREAS OF EMPHASIS OFFERED

Selected topics in a variety of relevant functional areas

### LENGTH OF PROGRAMS

2.5 years

### PROGRAM CAMPUS OPTIONS

On-campus (some courses hy-flex)

### PROGRAM ACCREDITATIONS

WASC  
AACSB

### RANKINGS

Ranked No. 5 among CSUs by  
U.S. News & World Report

Best On-Campus MBA, Princeton Review

### TOTAL COST OF MBA

\$33,000-\$45,000

### REQUIRED TESTING

GMAT or GRE  
(waivers are also available)

### UPCOMING INFORMATION SESSIONS

March 18 and April 15

### APPLICATION DEADLINES

Fall 2025: May 31  
Spring 2026: October 31

### PROGRAM CONTACT INFORMATION

Sheila M. Brown, Assistant Director  
sheila.brown@csun.edu  
818.677.2467



# Diverse Ideas. Dynamic Environments.

CSUN's David Nazarian College of Business and Economics offers a part-time evening MBA program designed for working professionals. Faculty expertise and student experience coalesce to produce innovative leaders who:

- Apply knowledge and create strategies to manage dynamic environments
- Contribute sustainable value to their organization, industry, and community
- Integrate theory and experiential learning to benefit career networks and trajectories

**csun.edu/mba**  
(818) 677-2467

**CSUN NAZARIAN**  
COLLEGE OF BUSINESS & ECONOMICS

# University of Redlands

UNIVERSITY OF  
**Redlands**  
SCHOOL OF BUSINESS & SOCIETY

## Transformative Business Education at University of Redlands

If you are looking to advance your career, change industries, or gain greater expertise – University of Redlands business programs are designed to prepare working professionals, like you, to lead with purpose and impact and succeed in business and society.

Earning your degree in 24 months or less, attending one night per week either in-person or online, you'll develop 21st-century skills and gain real-world experience with faculty who are experts in their field and care about your success. You'll prepare personally and professionally to create transformational change in your career, organization and community.

### A Leader in Business Education

A Redlands MBA provides you with the skills, knowledge and opportunities for professional growth that you need to succeed in business and beyond. Through our programs, you'll develop as a purposeful, ethical and innovative leader who is ready to tackle the most complex business and organizational challenges in a rapidly evolving global landscape.

We're now offering our MBA with concentrations in fields that impact careers:

**MBA with Healthcare Administration** combines core business management principles with specialized knowledge of the healthcare industry. This degree is designed to prepare students for leadership and administrative roles within healthcare organizations, such as hospitals, clinics, pharmaceutical companies, insurance firms and other healthcare-related entities.

**MBA with Human Resources Management** equips students with both broad business management skills and specialized knowledge in human resources. This degree prepares individuals for leadership roles in HR departments across various industries, where they will be responsible for managing an organization's human capital, fostering a positive workplace culture and aligning HR strategies with overall business goals.

**MBA with Organizational Leadership** focuses on developing advanced leadership skills, strategic thinking and change management expertise.

This degree is designed to prepare professionals for leadership roles where they can effectively manage teams, foster a positive organizational culture and drive innovation and growth within an organization.

**MBA with Global Business** prepares students to analyze the reasons behind the movement of goods, services, labor, capital and production between nations and the implications of government and business policies.

**MBA with Finance** focuses on developing comprehensive insight into financial markets and analyzing the rationale behind the financial actions taken within firms. Finance concentration courses examine the linkages between the financial structures present in the external environment and the financial arrangements internal to business.

**MBA with Marketing** provides students with an understanding of the fundamentals of domestic and global marketing strategy. Students in the program develop critical skills for marketers, including analytical and digital competence. Students will also learn how to focus on the customer while operating and understanding marketing scenarios in a global marketplace.

**MBA with Location Analytics** guides students to harness the power of location intelligence to lead 21<sup>st</sup>-century businesses and organizations by mastering the skills to incorporate location analytics into different areas of business, identify roles that location analytics can play and employ location intelligence to empower managers and leaders to make more effective decisions.

**Presidio MBA in Sustainable Solutions** equips students to become skilled leaders of this new world. Our unique curriculum pairs rigorous management theory and practice with an integrated look at sustainability, social justice and environmental stewardship, all within an affordable, flexible program that includes part-time and online learning opportunities.

### Master of Science in Business Analytics (MSBA)

In a data-driven economy, harnessing the power of business analytics can help you create meaningful insights and make strategic, ethical decisions that will enhance your organization and your career. With the MSBA, you gain the quantitative and technical business skills



necessary to thrive in this fast-growing analytics field.

### Master of Science in Organizational Leadership (MSOL)

As a 21st-century leader, learn how to make a positive impact by leading with strategy, purpose and execution. The MSOL program develops purposeful, ethical and innovative leaders who are ready to succeed in the private, public and nonprofit sectors.

### Why choose University of Redlands?

- Convenient online and in-person offerings
- Start in May or September
- \$0 application fee
- Strong professional connections with more than 30,000 alumni in the Redlands Network
- Accredited by WSCUC and ACBSP
- Ranked among the Top 10 Best Universities in the West (2025 U.S. News & World Report)
- Ranked among the Top 20 Best National Universities, Masters (Washington Monthly)

### Highly Satisfied Graduates

- 97% of our 2024 graduates say they were overall satisfied with the value of their business education at the University of Redlands.
- 90% of our 2024 graduates believe their degree will help their earning power within the next five years.

### NAME OF INSTITUTION

University of Redlands

### NAME OF BUSINESS SCHOOL OR PROGRAM

School of Business & Society

### BUSINESS SCHOOL DEAN

Thomas Horan, PhD

### YEAR INSTITUTION WAS FOUNDED

1907

### YEAR BUSINESS SCHOOL OR PROGRAM WAS STARTED

MBA started in 1985

### TOTAL MBA ENROLLMENT

196

### MBA PLATFORMS OFFERED

In-person  
Online synchronous  
Online asynchronous

### MBA AREAS OF EMPHASIS OFFERED

Finance  
Healthcare Administration  
Human Resource Management  
Location Analytics  
Marketing  
Organizational Leadership  
Presidio MBA in Sustainable Solutions  
Global Studies

### LENGTH OF PROGRAMS

MBA: 18-24 months  
MS Business Analytics: 18 months  
MS Organizational Leadership: 14 months

### PROGRAM CAMPUS OPTIONS

Redlands Main Campus  
Marin Campus

### PROGRAM ACCREDITATIONS

ACBSP (Redlands MBA only)  
WASC/WSCUC

### TOTAL COST OF MBA

Costs vary due to length of program and type of MBA

More than 90% of School of Business & Society students are receiving financial assistance in the form of scholarships, tuition discounts, or loans.

### REQUIRED TESTING

None

### UPCOMING INFORMATION SESSIONS

[redlands.edu/grad-events](https://redlands.edu/grad-events)

### MBA APPLICATION DEADLINES

Summer: April 1  
Fall: June 1  
Spring: October 1

### PROGRAM CONTACT INFORMATION

Liz\_Villegas@redlands.edu  
909-748-8753

# ADVANCE YOUR CAREER

## Start your Redlands MBA

Online &  
In-person

1 night  
per week

Fall, Spring  
& Summer starts

18-24  
months

### TRANSFORMATIVE BUSINESS EDUCATION

Advance your career, change industries, or gain greater expertise in your field—the Redlands MBA programs prepare working professionals, like you, to lead with purpose and impact.

### NEW MBA CONCENTRATIONS

- Marketing
- Finance
- Global Business
- Human Resources
- GIS/location analytics
- Organizational Leadership
- Healthcare Administration

**YOUR IMPACT  
STARTS HERE**  
→ [REDLANDS.EDU/MBA](https://redlands.edu/mba)



**#2 BEST MBA  
ACBSP ACCREDITED  
SCHOOLS IN CALIFORNIA**

*University Headquarters*

**TOP 50 BEST ONLINE  
GRAD SCHOOLS FOR  
MASTER'S PROGRAMS**

*College Consensus*

**TOP 10% BEST VALUE  
COLLEGES FOR BUSINESS  
MAJORS**

*Payscale.com*

[REDLANDS.EDU/MBA](https://redlands.edu/mba) | 888-999-9844

 UNIVERSITY OF  
Redlands

# University of West Los Angeles



**T**he University of West Los Angeles began as a private educational institution with just six students in 1966, when a visionary group of local educators resolved to address the need for educational programs geared toward the working adult. With a mission of democratizing education and broadening the greater community's access to top-notch education in law, UWLA was born. UWLA has been providing high-quality education to budding legal professionals ever since. In July 2002, the law school expanded by acquiring the San Fernando Valley College of Law in Chatsworth. UWLA now has campuses near LAX in West L.A. and Woodland Hills.

In 2012, UWLA opened its School of Business with a similar opportunity mission – to democratize education by serving our communities with high-quality higher education for a more diverse population of students. Today, UWLA proudly offers a Master of Science in Leadership, Management, and Technology, a Bachelor of Science in Business Administration (degree completion program), and the school's Juris Doctor program.

UWLA is a small private university that prides itself on its high-touch, hands-

on learning environment. Students are supported by small class sizes and taught by professors who are not only scholars but are experts and professionals in their fields. The result is a practical program that prepares students for real-world work scenarios rather than purely theoretical learning.

A pioneer of online learning during the COVID-19 pandemic, UWLA has continued to perfect its online coursework and has added back an in-person hybrid model, allowing students the best of both worlds. UWLA is also an attractive option for international students, many of whom find the affordability, the flexibility of learning options, the practical program applications, and the school's focus on technology highly appealing. With 15-month and two-year options and rolling admissions throughout five starts per year, the UWLA School of Business Master of Science program opens a world of opportunity for the right student.

There are no entry requirements or exams besides providing a documented bachelor's degree in good standing. Students interested in the Bachelor of Science in Business Administration completion program only require proof of an associate's degree or equivalent



credits. UWLA admissions counselors will help anyone assess their candidacy and walk them through the application and financial aid process.

## NAME OF INSTITUTION

University of West Los Angeles

## NAME OF PROGRAM

Masters of Science in Leadership, Management, and Technology

## DEAN

Talon Brown, Dean, UWLA School of Business

## YEAR INSTITUTION WAS FOUNDED

1966

## YEAR PROGRAM WAS STARTED

2012

## TOTAL PROGRAM ENROLLMENT

60 per cohort

## PROGRAM PLATFORMS OFFERED

Online: Coursework delivered entirely online, hybrid/in-person lectures and meetings, plus online lessons and learning

## AREAS OF EMPHASIS OFFERED

Org. Leadership/Management, Artificial Intelligence, Digital Marketing, Business Data Analytics

## LENGTH OF PROGRAMS

15 months or 24 months

## PROGRAM CAMPUS OPTIONS

**West Los Angeles Campus**  
9800 S. La Cienega Blvd., 12th Floor, Inglewood, CA 90301

**San Fernando Valley Campus**  
21650 Oxnard Blvd., Suite 200, Woodland Hills, CA 91367

In-person, virtual, and hybrid instruction are available.

## PROGRAM ACCREDITATIONS

The University of West Los Angeles (UWLA) is accredited by the WASC Senior College and University Commission. UWLA is a private institution approved to operate by the California Bureau for Private Postsecondary Education, which has approved the School of Business's Master of Science in Leadership, Management, and Technology degree and the Bachelor of Science in Business Administration.

## TOTAL COST OF PROGRAM

\$24,444. Scholarships and grants are available through the UWLA Financial Aid Office.

## REQUIRED TESTING

None

## UPCOMING INFORMATION SESSIONS

Monthly virtual open houses; check [uwla.edu](http://uwla.edu) for calendar listings. Contact [vbaskin@uwla.edu](mailto:vbaskin@uwla.edu) to RSVP.

## APPLICATION DEADLINES

Rolling admissions; five term starts per year.

## PROGRAM CONTACT INFORMATION:

Talon L. Brown, Esq., Dean, School of Business  
Admissions Contact: Verdel Baskin 310.342.5291  
[Admissions@uwla.edu](mailto:Admissions@uwla.edu) [www.uwla.edu](http://www.uwla.edu)



**UWLA**  
University of West Los Angeles  
SCHOOL OF BUSINESS



## MASTER OF SCIENCE IN LEADERSHIP, MANAGEMENT, AND TECHNOLOGY

Offering concentrations in:

Artificial Intelligence, Organizational Leadership/Management, Digital Marketing, and Business Data Analytics

## We are UWLA.

A community-based university led by its opportunity mission to democratize higher education. Since 1966, UWLA has changed the lives and professional trajectories of its students and graduates, one individual at a time.



**Stop DOUBTING. Start BELIEVING.**  
**Take Yourself to the Next Level, Today! At UWLA.**

### UWLA School of Business Offers These **10 Key Differences** Over Similar Programs:

- ◆ Flexible 15-month and 24-month Master's Degree program tracks
- ◆ Hands-on, high-touch student care and support (financial aid, tutoring, career development)
- ◆ Small class sizes and individualized attention – you're more than a number at UWLA
- ◆ Fully online and hybrid (in-person+online) course options
- ◆ Rolling admissions and flexible class schedules, all designed to help you get it all done, even while you're working
- ◆ Mentored, practical skill development from experienced faculty who are working professionals in relevant business fields
- ◆ Analytical, technological, ethics-based, and career-focused curriculum
- ◆ Friendly, understanding, supportive environment and team who guide you from admissions through graduation
- ◆ Relevant industry exposure, connections, networking, and job/ internship opportunities
- ◆ Affordable program (under \$25,000), with financial aid options available

UWLA School of Business helps open opportunities for diverse learners from all walks of life – college graduates, entrepreneurs, and working professionals – looking to jump-start their careers via its Master's Degree program and Bachelor of Science in Business Administration degree completion program. UWLA is accredited by WASC Senior College and University Commission (WSCUC).

**UWLA School of Business – Relevant for today and tomorrow!**

CONNECT WITH US



UWLA.EDU | ADMISSIONS@UWLA.EDU | 310.342.5291

WEST LA CAMPUS, 5 MINUTES FROM LAX  
9800 S. La Cienega Blvd., 12th Fl., Inglewood, CA 90301

SAN FERNANDO VALLEY CAMPUS, JUST OFF THE 101  
21650 Oxnard Blvd. Suite 200, Woodland Hills, CA 91367

# Excellence like this deserves recognition.

At Umpqua Bank, we believe visionary leadership goes beyond banking. Congratulations to Richard Cabrera, Gene Dunford, and Jonathan Dale—named LA Times Studios Banking and Finance Visionaries for their ability to lead high-performing teams, grow divisions, and strengthen local communities. We're proud to have them on our team as they continue shaping the future of finance.



**Richard Cabrera**  
Executive Vice President  
Head of Commercial Banking



**Gene Dunford**  
Sr. Managing Director  
Commercial Banking



**Jonathan Dale**  
Executive Vice President  
Regional Executive - California