

Most Influential Private Equity Investors in L.A. County



THE right private equity investor does more than provide an infusion of cash for your business. He or she – and the institution they represent – can genuinely prepare your organization (with the right resources, capital and guidance) for the next level of growth and beyond.

There are some truly outstanding professionals making up the Los Angeles lending landscape. We've listed 16 of them here, along with some basic information about their careers, practice and some relevant recent projects they've been involved with.

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



MOST INFLUENTIAL PRIVATE EQUITY INVESTORS



Bill Barnum
Partner & Co-Founder
Brentwood Associates

Years practicing: 30
Years with current firm: 29
Education: Stanford University,
Stanford Law School, Stanford
Graduate School of Business

Brentwood specializes in brands that have a fiercely loyal customer base because over time that's really what drives market share, according to Bill Barnum. He co-founded the firm's private equity practice in 1984, and the firm has since invested in more than 40 companies with a total transaction value, or market value of equity at the time of the deal plus debt, of more than \$5 billion. Brentwood Associates currently has more than \$850 million under management.

At Brentwood, Barnum has a unique methodology. He has made a science of spotting lesser-known consumer concepts with staying power and turning them into more profitable powerhouse brands, increasing demand with

fine-tuned marketing and broader distribution.

Presently, Barnum serves as a Director of Lazy Dog, K-Mac Holdings, Sundance Holding Company, The Teaching Company, Veggie Grill and Zoës Kitchen. He also serves as an outside Director of Quiksilver, Inc.

Last year, under Barnum's stewardship, Brentwood completed a dividend recapitalization of Paper Source, Inc. In the past year, Barnum and Brentwood also made substantial investments in popular restaurant concept Lazy Dog Restaurant & Bar and iconic premium men's footwear, apparel and leather goods designer, manufacturer and marketer Allen Edmonds.



Doyl Burkett
Partner
Kayne Anderson Capital
Advisors, L.P.

Years practicing: 16
Years with current firm: 14
Education: Princeton University,
Harvard University

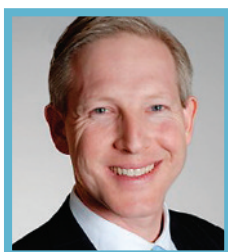
Doyl Burkett is a partner for Kayne Anderson Capital Advisor's growth private equity activities. He manages day-to-day operations, leads new investments and works actively with the portfolio companies.

Burkett and the Kayne Partners Fund Team are focused on growth private equity investments ranging in size from \$5 million up to \$20 million, primarily in companies engaged in technology/technology-enabled service, healthcare/healthcare service, or business service industries. The team seeks out minority/non-control investments in growing, proven businesses that have experienced management teams where invested capital will be used to fund growth (either organic or through acquisition).

Over the last year, Burkett led the Kayne Partners team through

a successful and extremely busy period. In addition to making investments in ten platform companies, Burkett and his team had six full or partial realizations.

On the investment front, he led or co-led investments in Conserve (utility billing systems for multifamily housing), Aparc Systems (parking technologies), FaceFirst (facial recognition software system), Rage Frameworks (business process automation and big data), ColdLight (big data and predictive analytics), Search Optics (automotive digital marketing), and MaintenanceNet (service contract renewal platform) and actively participated in the investments in Convercent (governance and compliance software), Starmount (mobile point-of-sale and back-end software for retailers) and MDLIVE (telemedicine platform).



Craig Enenstein
Chief Executive Officer
Corridor Capital, LLC

Years practicing: 14
Years with current firm: 9
Education: UC Berkeley,
Lauder Institute at the
University of Pennsylvania,
Wharton School of Business

Craig Enenstein founded Corridor Capital, LLC in 2005 and serves as its Chief Executive Officer. With both operating and investment experience, he leads Corridor as an active partner with Corridor's portfolio companies. He has developed Corridor Capital to be a strategic and operational partner to the companies in which it invests and to work closely with the management and boards of directors of those companies.

Corridor Capital, as a private equity fund sponsor, focuses on US-based lower middle market companies but typically provides more than just capital. The firm becomes actively engaged as private equity partner with its portfolio companies across strategy, operations and finance.

Under Enenstein's stewardship, Corridor Capital invests mainly in

companies that will benefit from Corridor's investment and operations team working alongside management to build the infrastructure and efficiencies necessary for sustainable scalable growth. Industries include specialty manufacturing, business services, environmental services and other defensive sectors. Corridor typically works with entrepreneurs and family-owned businesses that have not yet realized the benefits of hands-on, institutional ownership.

Last year, Enenstein's firm sold Control Devices, LLC and acquired Innovative Office Products, a leading manufacturer of ergonomic mounting solutions; and SCI Floor Covering, Inc. a leading distributor and installer of floor covering products.



Jim Ford
Managing Director and
Portfolio Manager, Global
Principal Group
Oaktree Capital
Management L.P.

Years practicing: 21
Years with current firm: 18
Education: UCLA, Stanford

Jim Ford is a Managing Director and Portfolio Manager within Oaktree's Global Principal Group. He is responsible for overseeing all activities of the Global Principal Group, including investment commitments and approvals, client relations and administrative and personnel-related matters.

Ford has been involved in sourcing and executing a number of the Oaktree's most significant investments and led the Global Principal Group's efforts in the media and energy sectors prior to being named a PM in 2006.

He has also worked extensively with a variety of Oaktree portfolio companies, including serving on the Boards of Directors of Cequel Communications (the eighth largest cable operator in the U.S.), Crimson Exploration, Exco Resources, Forcenergy, Inc. (oil

and gas exploration and production companies) and Regal Entertainment (largest movie exhibitor in the U.S.), as well as numerous private companies.

Over the last year the group led by Ford has invested in several special-situation structured/hybrid investments and distress-for-control transactions. One of them involved providing an out-of-court comprehensive capital structure solution, in agreement with the company's senior lenders, subordinated noteholders and former owner. Another involved a rescue financing for an international retailer of which the group had built a significant blocking position in its debt.





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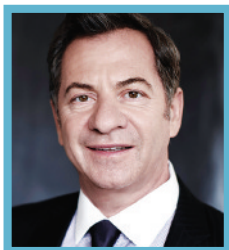
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MOST INFLUENTIAL PRIVATE EQUITY INVESTORS



Alec Gores
CEO, Chairman & Founder
The Gores Group

Years practicing: 35
Years with current firm: 35
Education: Western Michigan University

Alec Gores is the Founder, Chairman and Chief Executive Officer of The Gores Group, a global investment firm focused on acquiring controlling interests in mature and growing businesses which can benefit from the firm's operating experience and flexible capital base.

Under his leadership, The Gores Group has continued to acquire businesses in need of operational and financial resources, while creating value and working with management teams to establish an entrepreneurial environment as a foundation for sustainable growth. This philosophy has served the firm well. Since 1987, over 80 businesses have been successfully acquired. The current portfolio includes 23 active companies worldwide with combined annual

revenues of over \$7 billion.

Today, over half of the current portfolio is in technology, media and telecom sectors, representing the "roots" of the firm. Other sectors of focus include industrials, business services, healthcare and consumer.

During the summer of 2013, The Gores Group successfully priced the IPO of Stock Building Supply ("Stock") at a price of \$14 per share and subsequently completed a secondary in March of this year. The firm had acquired Stock Building Supply, a diversified lumber and building materials distributor, from Wolseley plc in May of 2009. At the time of acquisition, Stock had been losing more than \$200 million in EBITDA per annum.



Jeremy Holland
Principal, Origination
The Riverside Company

Years practicing: 17
Years with current firm: 4
Education: California State University Northridge

Jeremy Holland leads deal-sourcing activities for the western region of North America for The Riverside Company, working out of the firm's Santa Monica office. As Principal of Origination, he sources deals for Riverside globally with a focus on the western region of North America. He has more than 17 years of private equity experience, all of it in Southern California.

Riverside hired Holland to deepen and strengthen its efforts to source deals in the western region, working across five global fund families and investing in companies of all sizes up to \$250 million in enterprise value. Working with various teams across various deal sizes and industries, he has closed 11 acquisitions in the last 24 months, including two

in Southern California.

Holland works on all kinds of transactions, but also continues to build out Riverside's Consumer practice, and serves as the firm's Industry Sector Head for Franchising deals, leading Riverside's specialized global Franchising team and driving the strategy for the firm's approach in the specialization.

Holland is a trusted resource for people throughout the deal community. Investment bankers often will consult him before launching a client to get a sense of the market and positioning.

Lenders often seek him out to hear about market conditions. Even competitors ask for his advice as they look to grow their firms and/or make career changes.



William Hopkins
Co-President &
Managing Principal
Odyssey Investment Partners

Years practicing: 24
Years with current firm: 20
Education: UC San Diego

Bill Hopkins co-founded and serves as Co-President and Managing Principal of Odyssey Investment Partners, a multi-billion dollar private equity firm with expertise in a wide variety of industries, including aerospace, equipment rental, distribution, insurance/healthcare services, energy, packaging, safety products, industrial equipment and industrial automation.

During the past year, the Los Angeles office that Hopkins leads oversaw the exit of two portfolio companies that generated attractive returns for Odyssey's investors. Each of these companies grew substantially under Odyssey's ownership, through both organic initiatives as well as add-on acquisitions. These included the sale of TNT Crane & Rigging, Inc., the leading

provider of lifting services and equipment to customers in the North American energy and industrial infrastructure end markets, to First Reserve. Odyssey acquired TNT in 2011.

Last year, Hopkins and Odyssey also signed a definitive agreement to sell its portfolio company BarrierSafe Solutions International, a leading provider of branded disposable gloves and injection molded protective footwear, to Ansell Limited, a world leader in providing superior health and safety protection solutions. Through its two flagship brands, Microflex and Ongaard, the company sells consumable protective products designed to meet the specific needs of end users in a diverse range of attractive end markets.



Jacob Kotzubei
Partner, Member of the
Investment Committee
Platinum Equity

Years with current firm: 12
Education: Wesleyan University, Columbia University School of Law

Jacob Kotzubei, who joined Platinum Equity in 2002, is responsible for the structuring and execution of acquisition and divestiture transactions and is a member of the Investment Committee. Kotzubei leads a team of professionals responsible for the entire acquisition execution process, including diligence, valuation, contract negotiations and financing.

Kotzubei works closely with Platinum Equity Founder, Chairman and CEO Tom Gores, and plays a significant role in raising capital from limited partners for the firm's investment funds. In addition to his core buyout team, Kotzubei oversees the Platinum Equity team that pursues debt-for-control investments.

Most recently, Kotzubei led Platinum Equity's acquisition of a

51 percent stake in Emerson's embedded computing and power business, which is a leader in the development of power conversion and embedded computing solutions for communications, computing and industrial applications. The acquisition closed in November 2013. Other transactions include CompuCom, PNA Group, Ryerson, SCM Metal Products, Canvas Systems, KEMET, Pomeroy, Schutt Sports, and Neovia Logistics (Caterpillar Logistics Services).

Prior to joining Platinum Equity, Kotzubei was a Vice President of the High Tech Group at Goldman Sachs and was head of the East Coast Semiconductor Group. Previously, he was a successful M&A attorney with Sullivan & Cromwell in New York City.

MOST INFLUENTIAL PRIVATE EQUITY INVESTORS

**J. Christopher Lewis**

*Managing Partner
Riordan, Lewis & Haden/
Equity Partners*

Years practicing: 32
Years with current firm: 32
Education: USC

Chris Lewis is the role model for success in private equity. He co-founded Riordan, Lewis & Haden/ Equity Partners with Richard Riordan in 1982 and, over the ensuing 32 years, built the firm into a preeminent institutional PE group. RLH has generated better than 30% gross compound annual rates of return on its investments over the past three decades, through all types of economic cycles.

Lewis and the firm have developed a distinctive reputation for fairness, flexibility, congeniality, and integrity. Under his leadership, assets under management have grown to over \$600 million with a diversified investor base consisting of domestic and foreign

pension funds, endowments, and high net worth individuals.

Within the past 18 months, the efforts of Lewis and the maxIT management team yielded one of the most successful investment outcomes in RLH's 30+ year history – the acquisition of maxIT by Science Applications International Corporation for total consideration in excess of \$500 million.

Lewis' consistent track record of exceptional investment success is a result of his steady focus on several guiding principles to create investment value: high rates of organic growth, low levels of debt, distinctive market-leading businesses, and management teams with a proven track record of success.

**Johnny Lopez**

*Partner, Member of the
Investment Committee
Platinum Equity*

Years with current firm: 19
Education: University of the Pacific

Johnny Lopez joined Platinum Equity in 1995 as one of the firm's founding partners. He is responsible for the structuring and execution of acquisition and divestiture transactions and is a member of the Investment Committee.

In Platinum Equity's early years, Lopez, under the guidance of Platinum Equity Founder, Chairman and CEO Tom Gores, worked to execute upon all of the firm's M&A initiatives including business development and lead generation, transaction execution, and transitioning acquisitions.

He established the foundation of the firm's approach to business development that Platinum Equity still applies today. His contributions to Platinum Equity's mis-

sion, principles and culture have been important factors in the firm's success. He also helped develop Platinum Equity's trademark M&A strategy and continues to work closely with the firm's M&A teams to ensure its successful execution. Most recently, Lopez led the acquisition of a 70 percent stake in the Australian directories business Sensis, a transaction that closed in February 2014. Other transactions include Wheel Pros, US Robotics, Peak Technologies, Alliance Entertainment, Harvest Meat Company and Clipper Windpower.

Prior to Platinum Equity, Mr. Lopez worked with Mr. Gores at Ventech Software.



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MOST INFLUENTIAL PRIVATE EQUITY INVESTORS

**Brian Sauer**

Partner
The Riverside Company

Years practicing: 13
Years with current firm: 10
Education: Colorado State University

Brian Sauer is a Partner at the Riverside Company and is based in Los Angeles. He has been with Riverside for 10 years. Before joining Riverside, Sauer spent three years as an Associate, Senior Analyst and Analyst at KeyBanc Capital Markets/McDonald Investments, where he was involved in numerous M&A and capital raising transactions.

Sauer is a generalist investor, with a focus on Business Services. Recently, he was the lead Partner with acquiring Blue Microphones, a Westlake Village manufacturer of microphones and related technology for professional studios, live performance and consumers for

home and portable electronics. He is currently serving, or has served, on the Board of Directors of a number of companies, including Blue Microphones, DISA Global Solutions, PharmMD, OnCourse Learning, and Physicians Pharmacy Alliance.

In November of last year, Sauer was on the team that successfully exited PROFITsystems, a Colorado Springs, Colorado-based provider of software and other services for the retail furniture industry.

Sauer has a BS in business administration with a concentration in finance from Colorado State University.

**Loren Schlachet**

Managing Partner
The Riverside Company

Years practicing: 19
Years with current firm: 14
Education: University of Pennsylvania, Stern School of Business at New York University

Loren Schlachet manages the Riverside Micro-Cap Fund (RMCF) family. As Fund Manager of RMCF, Schlachet leads the fund and has more than 19 years of buyout experience. During his time with Riverside, he has completed 100 acquisitions, 45 platform acquisitions and 55 add-on acquisitions.

Schlachet serves on the firm's Senior Investment Council, Executive Committee and developed the RMCF concept in collaboration with the firm's Co-Ceo's, in addition to playing a lead role in building the RMCF team.

Schlachet has led a success story with RMCF, demonstrating that buying and building little leaders creates superior returns and makes individual portfolio companies measurably bigger and fundamen-

tally better at exit.

Under Schlachet's leadership, RMCF was very active in 2013, completing eight acquisitions and exiting three investments. Like all Riverside fund families, RMCF makes generalist investments, but they often fall under one of Riverside's eight industry specializations. Acquisitions in 2013 included a considerable number of software & IT companies, particularly value-added SaaS providers.

Also among RMCF's 2013 additions were Blue Microphones and BeGreen Packaging. Among the companies sold in 2013 were Align Networks, a transaction yielding a gross return of \$186 million on a \$15 million investment.

*Congratulations to our partner and co-founder,
Chris Lewis, on 30+ years of helping
entrepreneurs build distinctive high-growth
businesses and realize their aspirations.*

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MOST INFLUENTIAL PRIVATE EQUITY INVESTORS



Alex Soltani
Chairman and CEO
Skyview Capital, LLC

Years practicing: 15
Years with current firm: 10
Education: UCLA

As founder of Skyview Capital, Alex Soltani leverages his successful entrepreneurial experiences, diverse background in acquisitions, and broad operational acumen to create the investment directives and provide overall management of day-to-day operations for his rapidly growing, yet strategically focused private M&A organization. He remains actively involved with every aspect of Skyview's transaction lifecycle, and takes an intimate role in each of Skyview Capital's investments.

Several recent transactions include the acquisition of the WiMAX business from NSN, the acquisition of Mimio from Newell Rubbermaid, the sale of TRM/Solvport to Marlin Equity, and the acquisition of the Tekelec Mobile Messaging Business.

Prior to Skyview, Soltani

worked at Platinum Equity Holdings, a globally recognized, \$8 Billion dollar private-equity firm which specializes in the acquisition of industry-leading corporate divestitures, by utilizing a proprietary investment model which often resulted in exponential value creation.

In addition to his capacity as Chairman of Skyview Capital, Sourceone Wireless Group, and Collins Enterprise Solutions, Soltani is also a Director and a member of the Board of Fastech Integrated Solutions, TRM Copy Centers, and Amvest Financial Group. Soltani holds his degree from UCLA and has been invited as a guest speaker to lecture on the topics of entrepreneurship, mergers & acquisitions, and corporate divestitures, at the UCLA Anderson School of Management.



Matt Thompson
VP of Portfolio Operations
Skyview Capital, LLC

Years practicing: 17
Years with current firm: 3
Education: Pomona College, Stanford Business School

Matt Thompson joined Skyview in 2012 and brings over 17 years of experience in private equity, finance, consulting, and operations. He is involved with performing due diligence on new investments and performing portfolio company oversight. He has experience with companies ranging from startups to fortune 50 enterprises, with a specialization in the telecom, media, and high technology sectors.

While at Skyview Capital, Thompson has completed six transactions, including the corporate carveout of the WiMAX business unit from Nokia Siemens, the acquisition of the Mimio Interactive Whiteboard

business, the sale of the Headsprout educational software business, and the sale of TRM/Solvport to Marlin Equity.

Prior to Skyview, Thompson was VP of Finance at the Gores Group, a \$4B private equity firm based in Los Angeles. At the Gores Group, Thompson was involved with closing four levered buyout transactions in the high-tech, consumer, and industrial sectors.

Thompson has an MBA from Stanford Business School and a BA in Biology and Economics from Pomona College. He is a Certified Insolvency Restructuring Advisor and has published several telecom and restructuring articles in TMA Topics and AIRA Journal.



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MOST INFLUENTIAL PRIVATE EQUITY INVESTORS

**Jeff White**

Partner
Skyview Capital, LLC

Years practicing: 15
Years with current firm: 9
Education: SMU in Dallas

Jeff White is actively involved with supporting all M&A efforts at Skyview Capital. As a 15-year veteran in international private equity, executive management, and strategic consulting, White established and oversees all of Skyview Capital's business development efforts and department of associates. He directs all new business activities and staff for the firm's global acquisition interests. He manages all origination, intelligence tracking, relationship management, and screening processes.

White is also responsible for driving growth through acquisitions by identifying and assessing all transaction opportunities within the M&A and business development team. He also helps manage the initial-through-late stages of the transaction and acquisition process.

White has broad sector and

transactional expertise across a multitude of global industries, including international and strategic consulting; operations; sales and marketing; media; IT; telecommunications; technology; and manufacturing. He deploys this expertise throughout Skyview's holdings worldwide with a particular focus on the software and the telecommunication space.

White's extensive senior-level management and international consulting experience is paramount to the firm's M&A process and oversight of portfolio company strategic planning, development, and execution. He has held critical positions at many distinguished firms such as Merrill Lynch, First Federal Bank of California, Platinum Equity Holdings, and Inuum.

**Robert Wymbs**

Partner
Platinum Equity

Years with current firm: 14
Education: Rutgers University, Wharton School of Business

Robert Wymbs, who joined Platinum Equity in 2000, manages strategic divestiture opportunities, working with Platinum Equity's portfolio management, business development and other M&A teams to examine potential exits and execute divestiture transactions.

Wymbs leads a dedicated sell-side M&A team whose innovative approaches to complex divestiture situations have created a valuable differentiator for the firm.

Wymbs and his team have closed more than 50 transactions. Most recently, his team led the

sale of Keystone Automotive, a transaction that closed in January of this year. Other transactions include divestitures of Synertech, Billing Concepts, AEES, Matrix Telecom, US Robotics, Alliance Entertainment and Contego Packaging Group.

Prior to joining Platinum Equity, Wymbs spent four years with the Los Angeles Dodgers and three years at McKinsey & Company. He held various positions in strategic development, business development, project management, operations and marketing.

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Bingham congratulates Chris Lewis of Riordan, Lewis & Haden on being recognized as one of the *Los Angeles Business Journal's* Most Influential Private Equity Investors.

Bingham is proud of its 30 year relationship with Chris and RLH.

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MOST INFLUENTIAL PRIVATE EQUITY INVESTORS

BY THE
NUMBERS

257

Total number of
years these
investors have
been working at
their firms

339

Total number of
years these
investors have
been in the private
equity business

Investors	School
2	USC
2	Wharton School of Business
1	California State University, Northridge
1	Colorado State University
1	Columbia Law School
1	Harvard Business School
1	NYU Stern School of Business
1	Southern Methodist University
1	Stanford University
1	UCLA
1	University of California, Berkeley
1	University of Pennsylvania
1	University of the Pacific
1	Western Michigan University
1	University of California, San Diego

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For the past 32 years, David has made the bond market his home and his area of expertise, catering to high net worth investors from all walks of life, whether they be professional athletes, entertainment industry professionals both in front of and behind the camera, doctors, lawyers, officers of publicly and privately held corporations, school teachers and anyone who wants to build a reliable, predictable and consistent income based portfolio. Most recently, David has appeared as a live guest commentator on CBS channel 2 News and KCAL channel 9 News, Los Angeles. In 1998 the Boy Scouts of America honored him with their distinguished Rabbi Magnin God and Exemplar Award for Financial Man of the Year in Los Angeles. "Bender" is the name, and bonds are my game and if you're serious investor you should call me! Don't you think it's time to find more yield for your portfolio? If it is, please join me for my informal and educational seminar. You'll be happy you did!

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^{**}Downside protection is the percentage amount that leads to the price below which the stock is not allowed to drop. If the stock price is above the single observed price on the single observation date, your principal is returned on maturity. If the underlying stock price is below the stated downside protection on single observation date, you receive shares of the underlying stock in lieu of principle, with a value less than your original investment. This instrument is designed to pay you interest each month until the note is called or comes due on the stated date.

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