

THRIVING IN THEIR

40s

## Los Angeles' Leading Professionals

**A** SKILLED BUSINESS PROFESSIONAL – BE IT AN ACCOUNTANT, ATTORNEY, BANKER, REAL ESTATE EXPERT, HEALTH care provider, insurance professional or some other form of trusted advisor – can be one of the key ingredients for any company's success. Working with an expert who possesses the right skill set can actually help set growth in motion for businesses in virtually any industry.

Demand for such expertise can be competitive. Fortunately, Los Angeles is home to a growing group of such established experts – and the numbers of young people training to become such professionals are up. In our region there is no shortage of excellent advisors, many of whom happen to be in their 40s.

Listed alphabetically in this section, you'll find some of Los Angeles' leading professionals in their 40s, along with some insights about their careers, attributes and accomplishments.

*Methodology: The professionals featured in these pages did not pay to be included. Their profiles were drawn from nomination materials submitted to the Los Angeles Business Journal. Those selected for inclusion were reviewed by the editorial department and chosen based on a demonstration of impact made on the profession and on the Los Angeles community.*

THRIVING IN THEIR 40s



# Letter from the Publisher

Welcome, once again, to another edition of our popular “Leaders of Influence: Thriving in their 40s” section where we have an opportunity to spotlight some of the leading business professionals in the region that are in the 40s age demographic.

After reviewing the hundreds of nominations, we’ve highlighted the top 100 Los Angeles professionals. From health care leaders and attorneys, to real estate brokers and educators, this year’s group of honorees continues to demonstrate success inside business and throughout their communities.

We’ve presented snapshots of their careers, accomplishments and attributes, alphabetically. Congratulations to each of the superb business stars who made this list and thank you for working to keep the people and businesses of Los Angeles on the right track.

Best regards,

Josh Schimmels  
Publisher & CEO

## Vida Ventures

Proudly Congratulates

**Rajul Jain, MD**

on being selected by the  
Los Angeles Business Journal  
for their 2021 “Leaders of Influence:  
Thriving in their 40s” Awards.



VidaVentures.com

**Los Angeles**

2029 Century Park East,  
Suite 1370  
Los Angeles, CA 90067

**Boston**

40 Broad Street,  
Suite 201  
Boston, MA 02109







# Driving limitless possibilities in LA.

As Managing Director of Marsh McLennan Agency's LA office, Brian Hegarty has driven growth by 40% since last year. With Brian at the helm, MMA continues to grow proudly within the LA community, partnering with incredible organizations such as the UCLA Anderson Forecast, the LA Clippers, and the LA Chargers.

Congratulations Brian on being named a leader "Thriving in Their 40s"!



**Brian Hegarty**  
Principal, LA Managing Director

[MarshMMA.com](https://MarshMMA.com)



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THRIVING IN THEIR 40s



**SANTIAGO ARANA**  
*Principal*  
The Agency

Ranked the #6 real estate agent in the country, Santiago Arana has closed billions of dollars of real estate across Los Angeles, taking his place among the most distinguished professionals in the industry. Arana joined The Agency in 2014 as principal and partner, specializing in high-end residential real estate and new construction across the region’s most coveted neighborhoods. He spearheaded the company’s West-side expansion as managing partner of the Brentwood and Pacific Palisades offices. To date, he has closed \$4 billion in real estate, netting nearly \$2.5 billion in sales volume from 2017-2021.

For eleven consecutive years, Arana has placed among the top 250 realtors in the United States in the annual REAL Trends Inc. ranking. In 2020, he represented the top half percent of more than one million realtors nationwide, ranking #6 in the country, #3 in California and #1 west of the 405 freeway.



**TOM BARRY**  
*Partner*  
GHJ

Since becoming managing partner, Tom Barry has led GHJ to build a new headquarters, grown a dispersed workforce that spans across the U.S., launched GHJ Foundation and inspired employees and clients during a time of extreme trials and tribulations. Throughout everything, his entrepreneurial leadership style has helped him adapt to the current landscape. This was evident, as Barry guided GHJ to meet the challenges and opportunities brought on by COVID-19.

With more than 25 years of experience, Barry provides accounting and business advisory services to clients. He has shown leadership by responding to COVID-19 by shifting its focus to help clients navigate business disruption, creating the “Resiliency Journey” roadmap to address clients’ complex needs. Firm turnover was below the industry average due to a dynamic employee retention, engagement and recruiting strategy. He also created GHJ’s Business Disruption Task Force to help clients navigate through the changes occurring economically and legally.



**ANDREW BAUM**  
*Partner*  
Glaser Weil LLP

Following the nationwide lockdown in March 2020, Los Angeles based law firm Glaser Weil’s litigation operations partner Andrew Baum continues his role as a mentor and leader to the firm’s associates. Championing their needs and prioritizing mental health, he acts as a guide for them through inevitable challenges in this new world. Baum makes it his mission to not only serve his clients’ needs, but oversee junior attorneys, creating a promising future for the industry.

As a partner, Baum has successfully litigated and resolved multi-million dollar claims in a wide variety of business and litigation matters, including partnership disputes, construction matters, employment actions, consumer and class action claims, as well as securities and white-collar criminal matters. He regularly advises high-profile celebrities and executives in internal investigations and disputes, while maintaining the clients’ privacy. In the last year, he has handled several cases for clients including LA County.



**DANA BEAN**  
*Chief Development and Communications Officer*  
Union Station Homeless Services

Dana Bean, chief development and communications officer leads the organization’s diverse fundraising and communications efforts, including foundation and government grants, major gifts, corporate partnerships, direct mail, special events, public relations, and brand management.

Bean has been with Union Station for over 14 years, and during that time she has been instrumental in helping sustain our organization by building our resources and advancing our mission-driven strategy and communications. She is an integral part of our senior executive team and brings, not only her skills, but great passion and heart to the job. She worked with the team to launch Masters of Taste, a premier food and beverage festival, which raised \$500,000 annually, boosted agency visibility and increased corporate investment by 40%. She also developed and branded the “Legacy Society” and “Advisory Council” and has expertly managed a team of volunteer and paid communication professionals.



**KOREN L. BELL**  
*Partner*  
Larson LLP

Koren L. Bell is an experienced, bilingual trial and appellate lawyer and former supervising federal public defender who has litigated high-stakes cases in courtrooms around the country. Her successes as a partner at Larson LLP and throughout her impressive career have cemented her reputation as an outstanding lawyer in her 40s.

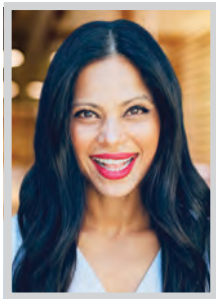
Throughout her nearly two decades of practice, Bell has delivered aggressive, creative, and focused advocacy for clients. She has handled complex white collar criminal matters, including as counsel of record in a case she argued before the U.S. Supreme Court which invalidated the Ninth Circuit’s model fraud jury instruction; and civil matters, including as trial counsel in widely publicized complex commercial and civil rights cases for prominent clients globally. As co-lead counsel for the former USC head water polo coach in the “Varsity Blues” college admissions case, she has aggressively defended the charges against him, notching key victories.



**CARLOS BERMUDEZ**  
*Partner*  
Akin Gump Strauss Hauer & Feld LLP

Akin Gump corporate partner Carlos M. Bermudez is a recognized leader in his field, regularly leading or playing critical roles in significant corporate transactions on behalf of some of the firm’s largest clients, including Kingston Technology Company, Inc., one of the world’s largest independent manufacturers of memory products, and VCA Inc., the nation’s largest animal care provider.

Specifically, Bermudez has represented Kingston in the \$425 million multi-jurisdictional, carve-out sale of its HyperX gaming division to HP. He also advised Kingston Technology in the blockbuster \$18 billion sale of Toshiba Memory Corporation (TMC), a fully owned subsidiary of Japanese conglomerate Toshiba, to K.K. Pangea. Bermudez negotiated a favorable long-term memory supply agreement with TMC and investment documents that protected Kingston Technology’s interests as part of the consortium. He also advised VCA, which was publicly traded on the NASDAQ Global Market, in its marquee sale to Mars Corporation for \$9.1 billion.



**KAVITHA BHATIA, MD**  
**MMM FAAP FACHE**  
*President and Chief Executive Officer*  
**Prime Healthcare Foundation**  
*Chief Medical Officer, Strategy*  
**Prime Healthcare**

Dr. Kavitha Bhatia leads the development and implementation of strategic initiatives that advance the mission and success of Prime Healthcare, a nationally recognized health system with 45 hospitals in 14 states. As chief medical officer of strategy, Dr. Bhatia works with leaders to align goals, prioritize system-wide value creation, and implement strategic initiatives to ensure Prime’s continued operational, financial, and clinical success.

Dr. Bhatia’s leadership and vision have helped Prime leverage its unique value and national scale, leading to improved efficiency, standardization, and quality, award-winning care. Dr. Bhatia also serves as chair and president of the Prime Healthcare Foundation, a 501(c)(3) not-for-profit public charity. Fourteen of Prime Healthcare’s 45 hospitals are not-for-profit members of the Prime Healthcare Foundation.



**SUNNY BHATIA, MD**  
**MMM FACHE FACC FSCAI**  
*Chief Executive Officer, Prime Healthcare Region I*  
*Corporate Chief Medical Officer, Prime Healthcare*  
*Chief Medical Officer, Sherman Oaks Hospital and Encino Hospital Medical Center*

Dr. Sunny Bhatia is an interventional cardiologist who is quadruple board-certified in internal medicine, cardiovascular disease, nuclear cardiology, and interventional cardiology. As a physician leader, interventional cardiologist, founder of medical groups and executive leader of one of the largest health systems in the United States, Dr. Bhatia leads with the heart of a physician-focused on clinical excellence, patient experience and financial stewardship.

As a member of the Senior Executive Team, Dr. Bhatia is the CEO of Region I and chief medical officer of Prime Healthcare. He is responsible for establishing and facilitating processes to ensure input, engagement and alignment of all C-suite leaders and physicians, including setting strategic direction and priorities for enhancing the quality, safety, effectiveness and efficiency of healthcare delivery at the region’s 17 hospitals.



Congratulations



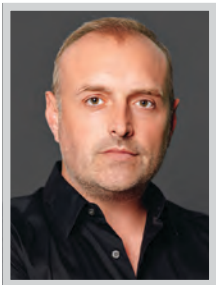
# MARSHALL CAMP VICKI CHOU

**Thriving in their 40s**

—*Los Angeles Business Journal*

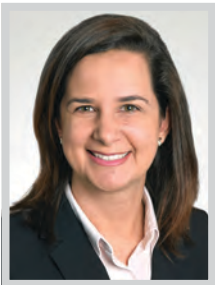
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THRIVING IN THEIR 40s



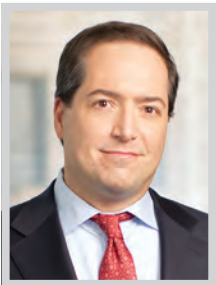
**JON BLANCHARD**  
*Founder + CEO*  
BLVD Hospitality

Jon Blanchard is a proven hospitality pioneer, hotelier, and market visionary with an accomplished track-record of nationally renowned hospitality projects. Blanchard founded BLVD Hospitality in 2008, and after spearheading downtown Los Angeles’ first adaptive reuse hospitality project with the renovation of the United Artists’ Building and Theatre into the award-winning Ace Hotel, Blanchard set his sights on the rekindled LA hospitality development renaissance. BLVD, under the vision of Blanchard, has developed some of the industry’s most renowned hospitality and real estate projects in Los Angeles and beyond including, but not limited to, the Soho Warehouse, citizenM (LA’s first modular construction high-rise), The Hoxton, and much more. BLVD has transacted over \$700 million in real estate and developed over 1,400 hotel keys over nearly one million square feet throughout the city. Last year, he acquired the iconic hotel The Georgian, and is currently in development on numerous other hospitality projects.



**PATRICIA BRUM**  
*Associate*  
Snell & Wilmer

Patricia Brum is an attorney in the Los Angeles office of Snell & Wilmer, a full-service business law firm with more than 450 attorneys practicing in 16 locations throughout the United States and in Mexico. Brum, a Brazilian native, is a business litigator with extensive experience in representing companies (both large and small) in cross-border disputes and consumer class action matters. She is also a prominent leader in her community. Through her work in several non-profit organizations, Brum advocates for LGBTQ+ rights and art education for children in underserved communities. She draws upon a diverse and multi-cultural background to strategically help companies resolve their cross-border disputes. Her law practice is also focused on representing companies in the defense of consumer class actions, including but not limited to claims asserted under the Telephone Consumer Protection Act (TCPA), Fair Debt Collection Practices and Deceptive Trade practices statutes.



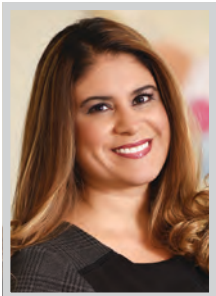
**MARSHALL CAMP**  
*Partner*  
Hueston Hennigan LLP

Marshall Camp is a skilled trial lawyer and a former federal prosecutor who handles complex, high-stakes business disputes. Camp has represented companies and individuals in connection with high-stakes business litigation and in defense of criminal and regulatory investigations and enforcement actions. He has successfully tried numerous civil and criminal cases in forums across the country, and he has represented clients in a range of industries, including technology, entertainment, medical devices, insurance, and finance. This year, Camp served as trial counsel for a prominent life sciences company in an ongoing, high-profile case related to prescription opioid abuse. He also obtained a complete dismissal of a putative securities class action on behalf of Pricewaterhouse-Coopers and completed the recovery of more than \$70 million for Qualcomm in connection with a fraud case against one of the company’s former senior engineers involving a sophisticated scheme related to semiconductor design technology.



**CHERYL S. CHANG**  
*Partner, Financial Institutions Litigation and Regulatory Compliance; Co-Vice Chair, Consumer Finance Litigation Practice Group*  
Blank Rome LLP

As Blank Rome’s first female Asian-American partner and co-vice chair of the firm’s more than 40-member Consumer Finance Litigation practice group, Cheryl Chang is a formidable litigator who consistently achieves favorable outcomes for her clients in complex corporate matters using her creative, pragmatic approach to conflict resolution in litigation, trial, and settlement negotiations. Chang litigates for significant corporate and entertainment clients before state and local courts in the areas of intellectual property, antitrust, and consumer class action defense. She is recognized by co-counsel and opponents alike for her keen ability to see legal issues and business decisions from her clients’ point of view. Fluent in spoken Mandarin Chinese, Taiwanese, and French, she often communicates with her clients, and negotiates with adversaries, in multiple languages.



**KARLA LUNA CHAVEZ**  
*Tax Partner*  
BPM LLP

BPM’s Karla Luna Chavez has been a steady riser in both the accounting industry and the Los Angeles community for the past 20 years. Working with high-net-worth individuals and business owners, Chavez guides them through the process of optimizing their income tax positions and decreasing their tax liability to help preserve their wealth – a role that has taken on added importance in the face of uncertainties around tax reform in 2021. Her diligence in staying up to date with the most current and advantageous tax laws enables her to provide significant value, consistently identifying tax credits and industry-specific opportunities that result in meaningful tax savings for her clients. Chavez works with clients in a variety of industries, including manufacturing, retail, professional services and entertainment. Her specialty lies in tax planning, consulting and compliance for privately held companies, trusts and estates, and high-net-worth families and their entities.



**VICKI CHOU**  
*Partner*  
Hueston Hennigan LLP

Vicki Chou, a recognized rising star, is a key member of the White Collar and Investigations team at Hueston Hennigan. She is a seasoned trial and appellate attorney and recently served as a deputy chief in the U.S. Attorney’s Office in the Central District of California. In this role she represented the United States in hundreds of criminal cases, including computer and internet fraud, intellectual property, money laundering, bank fraud, tax fraud, and racketeering offenses. Chou’s outstanding reputation for her public sector work has allowed her to quickly build a formidable private sector practice at Hueston Hennigan. She has been involved with developing strategies related to securing a unique plea agreement for one of the highest profile criminal defendants in the “Varsity Blues” college admissions case, securing a presidential pardon for Amir Khan, and securing a declination for Southern California Edison in the criminal investigation of the deaths from the wildfires.



**DAVID CLAUSEN**  
*Wealth Management Advisor*  
Northwestern Mutual

With 20 years of experience in the financial services industry, David Clausen has partnered with successful attorneys, physicians, business owners, and affluent families to help steer them toward financial success. He frequently collaborates with fellow advisors to educate clients on wealth management strategies and solutions. Clausen is regarded as a thought leader within the industry and has been published in Financial Advisor Magazine, GoBankingRates.com, American City Business Journals, the California Medical Association Foundation newsletter, and the National Ethnic Physicians Association newsletter. Clausen joined Northwestern Mutual as an intern in February 1997 while he was attending UCLA. What originally started as a simple resume-builder for law school has turned into a nearly 20-year successful financial planning practice. Over time, Clausen has seen clients faced with increasingly complex and evolving financial circumstances.



**DEVIN CONNOLLY**  
*Managing Partner*  
Reeves Immigration Law Group

Devin Connolly has been dedicated solely to the practice of immigration law since 2008. After a year working for a small immigration office, Connolly began working for Reeves Immigration Law Group (RILG) in 2009. He was soon thereafter named a partner of the firm and has been the managing partner of RILG’s four offices since 2018. Throughout his time as an immigration attorney, Connolly has helped countless people obtain a wide variety of immigration benefits. He specializes in family-based immigration, helping people obtain permanent resident status (green card) in the U.S. based on family relationships. Connolly takes great pride in helping people become naturalized U.S. citizens. He says that becoming a U.S. citizen is a dream held by so many people born outside the U.S. and that is a very humbling experience to play even a small part in someone’s (often lengthy) journey to becoming a U.S. citizen.





**PIH Health Good Samaritan Hospital**



**PIH Health Whittier Hospital**



**PIH Health Downey Hospital**

# Here For All Your Healthcare Needs

PIH Health is a nonprofit, regional healthcare network that serves approximately 3.7 million residents in the Los Angeles County, Orange County and San Gabriel Valley region. The fully integrated network is comprised of PIH Health Good Samaritan Hospital in Downtown Los Angeles, PIH Health Whittier Hospital, PIH Health Downey Hospital, 35 outpatient medical office buildings, a multispecialty medical group, home healthcare services and hospice care, and more. We are honored to be your health and wellness partner. For more information, visit [PIHHealth.org](https://PIHHealth.org).





THRIVING IN THEIR 40s



**SARAH CRONIN**  
*Partner*  
Venable LLP

Sarah Cronin’s practice includes entertainment, intellectual property, insurance recovery, and complex business litigation. Cronin has significant experience representing major media and entertainment companies on a variety of matters, including copyright, trademark, defamation, invasion of privacy, right of publicity, insurance recovery, breach of contract, employment, cyber piracy, and internet domain name retrieval through the World Intellectual Property Organization. She has served as counsel in connection with disputes before the Motion Picture Association of America Title Registration Bureau and appeared before a variety of state and federal courts.

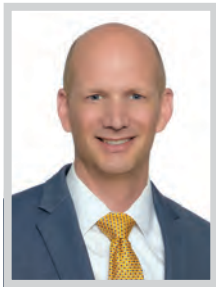
Cronin also advises clients in insurance recovery matters, representing policyholders against their insurance providers to enforce their coverage rights, and recovering millions of dollars in unpaid claims and damages on behalf of policyholders. She is involved in the resolution of claims brought under CGL, media liability, E&O and D&O claims, and builder’s risk claims, among others.



**GLENN DANAS**  
*Partner*  
Robins Kaplan LLP

Glenn Danas is a bar-certified appellate specialist and class action lawyer who continues to shape the law in some of the most consequential areas in California. As a partner in the firm’s top-rated appellate practice, Danas guides clients on both sides of the “v” through writs, appeals, and complex trial court motions in wage and hour class actions, banking regulation class actions, mass torts, false labeling and product defect cases, among others.

Danas is currently representing one of Southern California’s largest landscaping companies in a multi-million dollar wage and hour suit, and is counsel of record in numerous appeals focusing on California’s PAGA statute, an area in which Danas is considered one of the foremost experts in California. Still at a relatively early stage of his career, Danas has already argued 45 appeals in the Ninth Circuit and California appellate courts, including numerous times in the California Supreme Court.



**BRANDON DAVIS**  
*Partner—Infrastructure Group*  
Nossaman

Brandon Davis guides public agency clients through all elements of the procurement, construction contract drafting and contract implementation processes for alternative delivery projects in the United States, including large design-build and public-private partnership (P3) projects. His experience ranges from first-of-a-kind highway, bridge and tunnel projects to high-speed trains and people movers. This experience includes complex transportation-related structures, such as major rental-car facilities, toll service centers and administrative office structures.

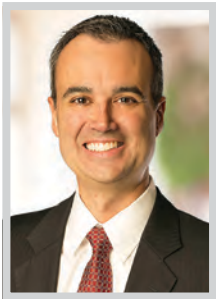
He offers clients a unique perspective on successfully applying alternative delivery methods for projects because he has helped create state design-build and P3 programs – including passage of enabling legislation – in California, Arizona, Florida, Illinois, Nevada and Utah. Davis’ expertise includes advising clients on federal aid compliance issues for major transportation projects. His experience includes work as a key member of the legal team advising on a \$4.9 billion APM train system to ease access in and out of LAX.



**JENNY DELGADO**  
*CannonDesign*  
CannonDesign

Roughly nine percent of architects in the US are Hispanic or Latino, and even fewer are female Mexican immigrants. CannonDesign’s Jenny Delgado has not only forged a path to success in a White, male-dominated space, she’s also earned the titles of partner and education practice leader at CannonDesign.

Motivated by the opportunity to bring needed change to her hometown of Merida, in the Mexican Yucatan, Delgado earned a bachelor’s degree in architecture from Universidad Autonoma de Yucatan as a single mother. She migrated to the US and joined CannonDesign in 2005 as an entry-level architect, with a desire to create spaces that impact people’s lives while also generating a visceral feeling of belonging. Today, as the education practice leader of CannonDesign’s Los Angeles office, Delgado’s drive translates to partnering with colleges and universities to design spaces and strategies that address campus challenges and strengthen opportunities for learning and advancement.



**WILLIAM DELGADO**  
*Partner*  
DTO Law

William Delgado, a founder of DTO Law, is a seasoned litigator and a leader in the class action and intellectual property arenas. Delgado launched his own firm in 2019 with the intent of establishing a nationwide preeminent, full-service women and minority-owned law firm, and is involved in numerous professional organizations that promote diversity and inclusion in the legal field, such as the Cuban American Bar Association and the Hispanic National Bar Association. He is also the vice-chair of the National Association of Minority- and Women-Owned Law Firms. Over the course of his career, Delgado has represented household names such as Costco, Target, American Honda, Walgreens, Ticketmaster, Penske Media Corporation, and The Bountiful Company in extremely complex, high-stakes litigation matters.

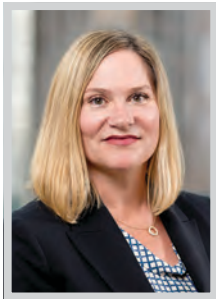
With Delgado as lead counsel, DTO has achieved tremendous success in several recent cases, including securing dismissal of a false advertising class action brought against Target.



**HATEM DHIAB**  
*Managing Partner*  
Gerber Kawasaki Wealth and Investment Management

Hatem Dhiab is a founding and managing partner at Gerber Kawasaki Wealth and Investment Management. Dhiab can appeal to clients from all backgrounds as he was raised in Tunisia and France in a racially mixed family of bankers. As an only child, he learned to be adaptable, self-reliant, and responsible. From an early age, Dhiab was good with numbers and entrepreneurship which helped create his current role as a leader within the firm.

Today, Dhiab’s clients range from accomplished executives, professionals to entrepreneurs. Dhiab believes they each deserve modern, unbiased, independent financial advice aligned with their goals and tolerance for risk. His strength lies in working closely with them to develop customized investment strategies that meet their evolving needs. He then aligns those investment strategies within the broader wealth management architecture while constantly identifying new opportunities. Seeing his clients succeed and helping them achieve their goals is his greatest honor.



**LORRAINE ECHAVARRIA**  
*Partner*  
WilmerHale

Lori Echavarria is a Los Angeles-based partner at WilmerHale who represents public companies (including many household names), corporate officers, financial institutions, hedge funds and other financial market participants facing government investigations and potential enforcement actions. She brings a deep understanding to this work, having previously spent more than 15 years at the US Securities and Exchange Commission, where she most recently served as associate regional director and head of the enforcement program for the Los Angeles Regional Office.

Echavarria’s recent successes include representing clients in SEC investigations with several terminations of the investigation from the SEC without any action against her clients, or with settlements resolving the matters. This work often involves internal investigations, responding to document requests from the SEC, and preparing reports for the SEC. She has also conducted internal investigations for entities to resolve questions or allegations of potential violations of law.



**ALEXANDER ENG**  
*Senior Vice President, Market Leader*  
Greater Los Angeles  
Bank of America Private Bank

Alexander Eng is a committed and dynamic leader within the banking sector. In his tenure with Bank of America, he has held a variety of positions and currently serves as senior vice president and market leader for Bank of America Private Bank in Los Angeles.

Eng has deep personal engagement with the local community of Los Angeles, not only reflective within the Private Bank’s diverse client base, but also through his civic leadership. Establishing unique relationships that look beyond the business is imperative for Eng. Developing mutual partnerships, driving community advocacy, and coordinating economic support are at the core of Eng’s relationships. Understanding the holistic needs of those he serves allows him to leverage his deep experience within the financial industry, pulling from his experience and leadership within Business and Commercial Banking, to the complexities of individuals, families and estates within the ultra-high net worth space.



**15 TOP  
HEALTH SYSTEMS**

**Watson Health®**

**100 Top  
Hospitals® 2021**

**Watson Health®**

**50 Top Cardiovascular  
Hospitals 2022**



## Every award tells a story of a life touched by Prime Healthcare

Our 45 hospitals across the nation earn national excellence recognitions each year. While we appreciate the recognition, what we are most proud of is what these awards mean to our neighbors, friends and families — **quality care to get better, feel stronger and live their best lives.**



**Congratulations**  
**Dr. Kavitha Bhatia and Dr. Sunny Bhatia**

**THRIVING  
IN THEIR 40's**

LOS ANGELES BUSINESS JOURNAL



**Kavitha Bhatia, MD, MMM,  
FAAP, FACHE**  
President & Chair  
Prime Healthcare Foundation  
Chief Medical Officer, Strategy  
Prime Healthcare



**Sunny Bhatia, MD, MMM,  
FACHE, FACC, FSCAI**  
Chief Executive Officer, Region I  
Corporate Chief Medical Officer  
Prime Healthcare  
Chief Medical Officer  
Sherman Oaks Hospital and  
Encino Hospital Medical Center

- 45** Hospitals in 14 states
- 14** Not-for-profit hospitals
- 600** Communities served
- 2.6M** Patients served annually
- 50,000** Staff and physicians
- \$1.7B** Capital improvements since 2005
- \$9B** Charitable contributions since 2010
- 300+** Quality awards in 2021 for patient safety and excellence
- 600,000+** COVID-19 patients tested and cared for
- 200,000+** COVID-19 vaccinations



**Prime Healthcare**

Get to know [primehealthcare.com](https://primehealthcare.com)

THRIVING IN THEIR 40s



ADAM FEIT

Managing Director, Head of Financial Sponsors, Healthcare and Life Sciences  
MUFG Union Bank

Adam Feit currently oversees the Financial Sponsors, Healthcare, and Life Sciences groups at MUFG Union Bank. He has 20 years of experience covering and advising clients, underwriting and structuring deals, and leading teams across multiple divisions. At MUFG Union Bank, Feit was responsible for forming the Financial Sponsors coverage model in 2016, the Specialized Industries coverage model in 2020, and previously leading the bank's largest region in Los Angeles.

Feit leads the strategic efforts to provide financing for private equity sponsors across the United States supporting leveraged buyouts, recapitalizations, and add-ons. The Financial Sponsors group is a relatively new area of focus for the Bank. Feit was charged with spearheading the group at inception and setting its strategic vision. The team has had a record year in 2021; on pace to deploy over \$1 billion of new capital held on its balance sheet across 50 new transactions for sponsors.



BRANDON FERRERA

Market Executive  
Fifth Third Bank

Brandon J.E. Ferrera is an established middle market banker who joined Fifth Third Bank in early 2018. Bringing more than a decade of executive-level experience in relationship and commercial banking to his new role, Ferrera joined Fifth Third from Comerica where he led a middle market team and was responsible for the bank's regional private equity strategy. Ferrera's ability to balance these two areas that sometimes intersect with great complexity is one of his most significant strengths.

Ferrera has been charged with building a team of bankers as part of Fifth Third Bank's middle market expansion into the California market. His team's focus is developing and maintaining relationships with both privately owned and private equity owned middle-market clients. The group supports its clients' growth with financing for leveraged buyouts, acquisitions, working capital and growth capital.



JONATHAN FITZGARRALD

Managing Partner  
Equinox Strategy Partners

Jonathan Fitzgarrald, managing partner of Equinox Strategy Partners, looks to undervalued professionals, untapping their potential to grow revenue, market visibility and their practices. Many of the firms he advises report up to 20 percent increases in revenue within the first year. Fitzgarrald's proprietary approach adapts a Moneyball strategy by recognizing and coaching traditionally overlooked, highly skilled professionals in legal, financial, accounting and professional services firms.

Fitzgarrald's personalized business strategies lead clients to discover their own business motivations. He enjoys empowering professionals to succeed and believes that leaders are made not born. In 2015, he established Equinox Strategy Partners to advise professionals nationwide to tap into their own potential to generate revenue. Since that time, he has grown the firm into a multi-million dollar consultancy. He is also a longtime leader of the Legal Marketing Association, and served on the board of advisors of the Legal Sales and Service Organization.



CHRIS GERARDI

Managing Director  
J.P. Morgan Chase

A 20-year veteran of banking, Chris Gerardi is a managing director and market executive for JP Morgan Chase's (JPMC) Middle Market team overseeing the Los Angeles region. He leads a team of senior bankers who couple the firm's global resources with local expertise to deliver customized, comprehensive financial solutions to companies with revenues between \$100 million and \$500 million.

Gerardi is one of the first to join JPMC's Middle Market Banking team since the firm's entry into the Los Angeles region with the acquisition of Washington Mutual in 2009. He led the opening of two JPMC offices in Los Angeles and contributed to the LA team's exponential growth by providing clients with both traditional commercial banking resources and access to debt and equity capital markets, M&A advisory, and international capabilities. Gerardi is a cultural leader within the firm, leading JPMC's internal Diversity, Equity, and Inclusion discussions.



MOHAMMED GHONIM, PharmD

Vice President Laboratory, Clinical Research and Pharmacy Services  
PIH Health

Since joining PIH Health as director of Pharmacy in 2016, Mohammed Ghonim, PharmD has taken on the roles of administrative director of Pharmacy and vice president of Pharmacy Operations. He has consistently demonstrated his leadership skills and expertise, developing strong partnerships across hospital teams and engaging staff to build upon and improve processes.

In his current role as the vice president of Laboratory, Clinical Research and Pharmacy Services at PIH Health, he oversees laboratory services at PIH Health Downey Hospital, PIH Health Good Samaritan Hospital, and PIH Health Whittier Hospital as well as inpatient and outpatient retail pharmacies for the enterprise. Dr. Ghonim is responsible for the system-wide administrative and operational functions of the Pharmacy department by providing corporate leadership and oversight of the design and operations of the entire medication use process within the organization.



SCOTT GIZER

Operations Partner  
Early Sullivan Wright Gizer & McRae

Scott Gizer, operations partner of Early Sullivan Wright Gizer & McRae, is a national trial and appellate lawyer who has achieved stellar results for his clients over the course of his career. His successes as a trial lawyer began during his second year of practice when he served as lead counsel and obtained a defense verdict for his client in a multimillion dollar property dispute in Santa Barbara.

Since that time, Gizer has tried over 15 cases as lead counsel before juries, judges and arbiters and been lead appellate counsel in numerous cases before the California Court of Appeal, Nevada Supreme Court, 9th Circuit, 10th Circuit and 11th Circuit. Based on his outstanding results at trial, integrity with his clients and opponents and ability to find cost-effective resolutions, Gizer has attracted and retained a wide-range of clients that range from Fortune 500 companies, to local businesses and business persons.



MICHAEL GOOD

Partner  
CohnReznick

Michael Good is an assurance partner with CohnReznick who leads the Not-for-Profit and Affordable Housing industry practices for the firm's Los Angeles offices, and is the Social Services Sector leader for the firm. His clients include organizations and companies in the not-for-profit, education, and affordable housing industries. He is fully committed to building stronger communities – through his career path and in his personal life as well.

COVID-19 has impacted all of us. But it has disproportionately hurt people of color and impoverished communities. In his role as Social Service Sector leader, Good oversees the work performed by the firm for clients nationwide classified as social service organizations. These entities – especially today – provide a crucial role in addressing the needs of children, the elderly, the homeless, minority populations, those with life-threatening illnesses, and even arts and cultural organizations whose funding has been decimated by the pandemic.



DEMETRIA L. GRAVES

Founding & Managing Partner and  
Certified Family Law Specialist  
The Graves Law Firm

Certified family law specialist Demetria Graves opened her own family law practice, The Graves Law Firm, at the age of 25. Today, she has offices in both Pasadena and Beverly Hills and is considered a leading Family Law attorney and has received many accolades for her dedication to the field of family law as well as to the community.

Graves hosts a show, "Legally Uncensored with Attorney Demetria L. Graves," available on Apple Podcast, addressing family law-related topics. In addition, Graves wrote and released a new book titled, "When Women Run the Firm: How to Successfully Launch and Manage Your Law Practice with Confidence." Graves also currently serves as the vice chair of the Family Law Executive Committee with the California Lawyers Association. She also co-chairs the African American Alumni Association at Loyola and is a Judge Pro Tem with the Los Angeles Superior Court.





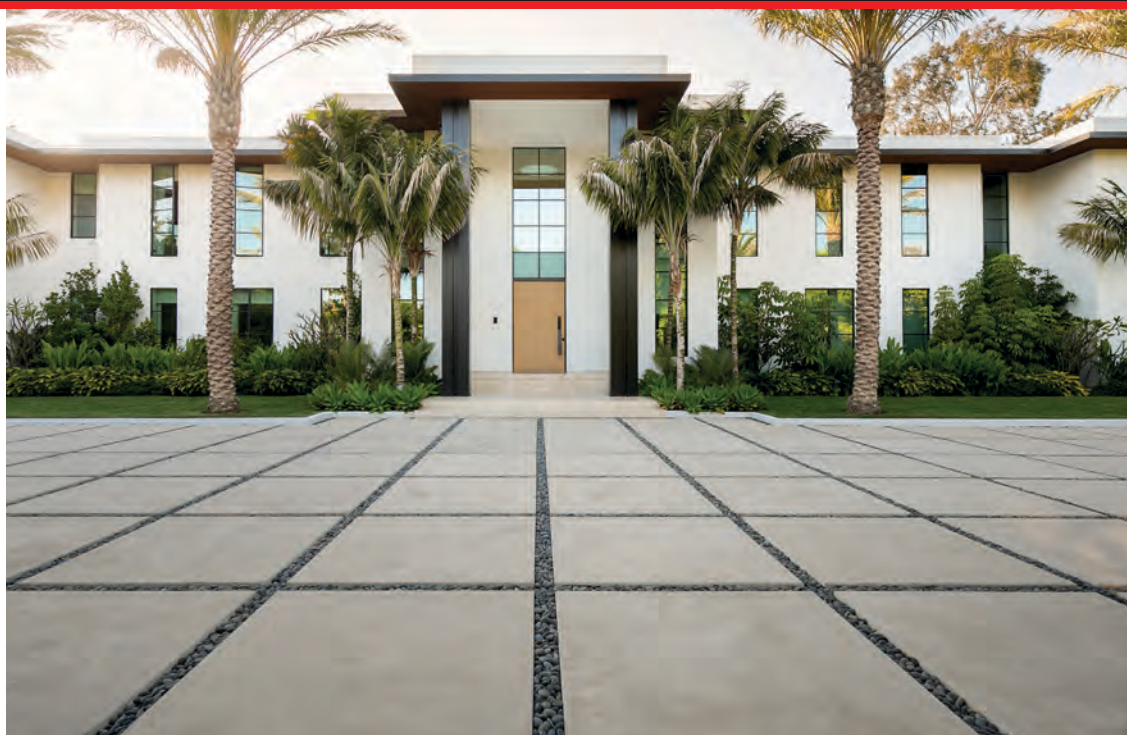
# Santiago Arana

REAL ESTATE ROOTED IN PURPOSE  
AND DRIVEN BY PASSION.

THE AGENCY CONGRATULATES SANTIAGO ON  
HIS "LEADERS OF INFLUENCE: THRIVING IN  
THEIR 40'S" AWARD.

"There's nothing more rewarding than helping organizations  
or people that want to make the world a better place."

Ranked the #6 real estate agent in the country, Santiago Arana has closed over \$3 billion in real estate across Los Angeles, including over \$500 million in sales volume in 2021. Originally from Sucre, Bolivia, Santiago's international background has helped build him a strong network of contacts from every corner of the globe.



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THRIVING IN THEIR 40s



**AMANDA HAYES-KIBREAB**  
*Partner*  
King & Spalding LLP

Amanda Hayes-Kibreab focuses on complex business litigation, arbitration and dispute resolution on behalf of healthcare providers, with an emphasis on managed care litigation. As a healthcare litigator, Hayes-Kibreab has extensive experience managing large multi-party, multi-million dollar disputes, litigating business contract and tort disputes, prosecuting and defending actions brought by large healthcare payors against hospital providers, and providing advice on a variety of current healthcare law topics. She represents hospitals and hospital systems, provider groups, surgery centers, individual physicians, and other healthcare entities.

Hayes-Kibreab has extensive experience representing health systems, provider groups, surgery centers and other healthcare providers and advises these clients on the full scope of federal and state healthcare laws. She regularly appears in federal and state trial and appellate courts as well as multiple arbitration forums on behalf of healthcare clients in various types of commercial litigation actions.



**MICHAEL HEADRICK**  
*Vice President and District Manager*  
PCL California Buildings – Los Angeles  
PCL Construction

Mike Headrick started his career with PCL Construction in 1997 as a project engineer. He advanced quickly through the ranks and in 2014 took over as district manager of PCL's Minneapolis region where he was instrumental to the growth of PCL's portfolio and Midwest operations. In 2017 he was promoted to vice president. In 2021, Headrick was tapped to serve as district manager for PCL's California Buildings District – Los Angeles area.

California Buildings is among PCL's highest-performing regions companywide. As district manager for the Los Angeles area, Headrick is overseeing operations for over half of the district portfolio. His experience in the aviation, education and life sciences and manufacturing markets position him well to expand PCL's presence in the region. Outside of his work, Headrick seeks out opportunities to support his community and is a member of the United Way's Tocqueville Society.



**BRIAN HEGARTY**  
*Managing Director, Los Angeles*  
Marsh & McLennan Agency

As a principal and managing director of the LA office of Marsh & McLennan Agency, Brian Hegarty has driven growth 40% since last year. Since the formation of the LA office four years ago, under Hegarty's direction, MMA's LA office has also proudly become the official insurance broker of the LA Clippers and LA Chargers.

Hegarty has made it a hallmark of his efforts and his leadership to support and provide resources to local organizations. He and his team partner closely with the UCLA Anderson Economic Forecast Program, further enhancing their connection to the LA business community and helping provide learning opportunities to companies within LA's local economy and beyond. His investment in Los Angeles extends beyond collaborating with local businesses and he is also deeply committed to caring for those in need.



**JEREMY HOLLAND**  
*Managing Partner, Origination*  
The Riverside Company

Jeremy Holland is a managing partner at The Riverside Company, leading the Origination team across the various funds/strategies in North America. He has been a private equity investor in Los Angeles for 23 years. His influence in the business community is driven by his passion for helping others. Anyone who works with Holland knows the enthusiasm, candor and hard work he brings to every situation.

Holland joined Riverside in 2010, when the firm recruited him to switch from executing deals to focusing on originating new investment opportunities. Holland's influence in the private equity community is heavily derived from his enthusiastic support of other M&A professionals' career paths. He has spent a tremendous amount of time over the years referring deals to people who would not have otherwise seen them, helping people work their way through career advancement and/or pivoting their career in a new direction.



**SETH HOROWITZ**  
*President*  
Horowitz Agency

Seth J. Horowitz started Horowitz Agency, a leading integrated marketing and PR agency that represents entertainment and corporate professional services firms and production companies, after a decade-long stint as a director at Greenberg Glusker. Along with being known for his strong trade publication relationships, Horowitz leads a team of content creators and designers who take an in-house, strategy-first approach to representing clients. Horowitz has led the PR campaigns for several high-profile corporate and entertainment litigation matters, re-branded several law firms, and developed copy for articles and other optimized online content.

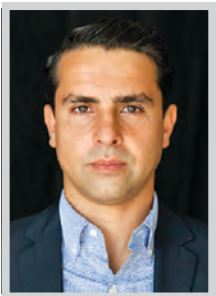
Many boutique professional services firms and production companies find it cost-efficient to outsource all marketing to Horowitz, who keeps an eye on strategy and effectively integrates and implements tactics to make the whole greater than the sum of the parts. Seth and his team have also worked with several breakaway firms that need assistance getting off the ground.



**RAJUL JAIN**  
*Managing Director*  
Vida Ventures

An extraordinary physician-scientist by background, Rajul Jain, MD, has dedicated his career to the development of transformative technologies with the potential to benefit patients in areas of significant unmet need. Jain is currently managing director at Vida Ventures, a venture capital firm in LA with a mission to expand life sciences in LA and beyond by advancing transformative biomedical innovations. His extensive training has equipped him to address challenges faced in the field of immunobiology across various disease settings including oncology, autoimmunity, chronic inflammation, and metabolic disorders.

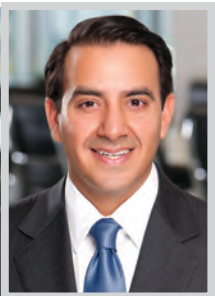
A driving force with relentless persistence to build LA into a top biotech hub, Jain fosters the advancement of promising science, development of prominent biotech companies and attraction of top talent from around the world. In partnership with Vida colleagues, Jain provides hands-on guidance to students from LA institutions as they are immersed in the world of life sciences venture capital.



**SALOMON KAMALODINE**  
*Managing Director, Investment Banking*  
B. Riley Securities

Salomon Kamalodine is a managing director with B. Riley Securities, Inc., a full service, nationally ranked investment bank specializing in serving small-cap and middle market clients. He joined B. Riley in 2004 as an equity analyst covering technology special situations. In 2009, he transitioned into investment banking as an original member of the firm's Los Angeles investment banking division.

Throughout his tenure with B. Riley, Kamalodine has helped to contribute to the firm's rapid evolution from a boutique LA-based research firm into the diversified financial services company it is known for today. Year to date, B. Riley Securities has led-managed equity raises of over \$1.78 billion in aggregate for its clients; and over \$1.47 billion in client corporate bond issuances. The firm has established leadership in SPAC and at-the-market offering transactions. He was involved in B. Riley's own go-public transaction through its merger with Great American Group in 2014.



**TEDDY KAPUR**  
*Partner*  
Pachulski Stang Ziehl & Jones LLP

Teddy Kapur, a partner at Pachulski Stang Ziehl & Jones LLP and candidate for Los Angeles City Attorney, is not only one of the most active restructuring attorneys in America, but has also been recognized time and again for his contributions to Southern California's law, business, and civic community. In 2020, Kapur was honored by the Century City Bar Association as its "Next Generation Lawyer of the Year," which recognized his status as being among the most accomplished lawyers in their respective fields of expertise and a leader in the community.

After spending years empowering families to escape poverty, reviving struggling businesses, and unifying diverse communities to achieve common goals, Kapur is running for Los Angeles City Attorney in order to ensure that the voices of the city's working people, entrepreneurs, immigrants, community leaders, and healthcare experts are heard.



THRIVING IN THEIR 40s



**DANILO KAWASAKI**  
COO, VP  
Gerber Kawasaki Wealth  
Investment Management

**D**anilo Kawasaki is the co-founder, vice-president, and COO of Gerber Kawasaki Wealth and Investment Management. He is a member of the Gerber Kawasaki Board of Directors and the Investment Selection Committee. Kawasaki was born and raised in Sao Paulo, Brazil where he was a top-ranked junior tennis player. Growing up in Brazil, with inflation averaging as high as 1000% a year, he learned the importance of proper wealth management at a very young age.

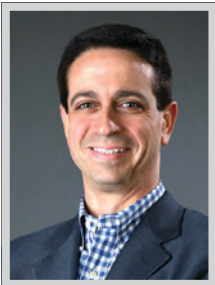
Kawasaki feels that clients deserve modern, unbiased, independent financial advice in line with their goals and tolerance for risk. With all that in mind, he and his business partner, Ross Gerber, founded Gerber Kawasaki Wealth Management to have a client-centric practice, providing each client with quality and objective financial advice, combining technology and a personal touch and a firm that will offer its clients a unique experience.



**AYMAN KHALEQ**  
Partner  
Morgan, Lewis & Bockius LLP

**A**n accomplished lawyer and member of Morgan Lewis’ Advisory Board, Ayman Khaleq’s work and community accomplishments have distinguished him as a growing leader in the Los Angeles legal community. In his legal practice, he works with global and regional institutional clients and asset managers on cross-border investment management, capital markets, and structured finance transactions. Since relocating to the firm’s Los Angeles office in the past year and a half, he has led teams that have worked on acquisitions and investments valued at hundreds of millions of dollars.

For example, Khaleq led the team advising REEF Technology Inc. on its acquisition of iKon, an operator of cloud kitchens in the United Arab Emirates and Saudi Arabia. The value of the transaction was around \$140 million and involved two separate share purchase agreements for the acquisition of the company’s United Arab Emirates and Saudi operations.



**JEFFREY KOBULNICK**  
Partner, Intellectual Property Practice Group Chair  
Brutzkus Gubner Rozansky Seror Weber LLP

**J**effrey Kobulnick routinely represents clients across a wide range of industries in highly complex intellectual property matters to develop, protect and enforce copyright and trademark rights around the world. His recent professional accomplishments include his work to successfully shut down fake client websites and recovered infringing domain names through Uniform Domain Name Resolution Policy proceeding before the World Intellectual Property Organization, among other successes.

In addition, Kobulnick is an active leader within the International Trademark Association (INTA). He is a past national chair of the Saul Lefkowitz Moot Court Competition Committee, is the founding and current chair of the competition’s Los Angeles region, and has served as a project team leader for INTA’s Pro Bono Committee. He has also regularly served as a judge for both the Saul Lefkowitz and other moot court competitions relating to trademark and copyright law issues.



**SARAH KOSASKY**  
Broker Associate, Branch Manager  
Coldwell Banker Realty

**W**ith a background in advertising and growth mindset, Sarah Kosasky entered the highly competitive Los Angeles real estate industry in her 20s and quickly earned reputation as an industry leader. A native Angeleno, Kosasky currently manages five locations for Coldwell Banker Realty throughout Malibu, Topanga and the Pacific Palisades. She is a strategic thinker who invests her time and caring into supporting her agents and their clients in meeting their real estate and business goals.

Due to her commitment to the community and to excellence, Kosasky has been honored with commendations from the City of Malibu, the County of Los Angeles and the State Senate. She is frequently invited to speak at conferences on real estate best practices. Furthering her leadership, she continues to devote time to the industry serving on multiple boards devoted to guiding the future of real estate.

DUFF & PHELPS  
A KROLL BUSINESS

Duff & Phelps, A Kroll Business, Congratulates **Brian Little** and **Farzad Mukhi** for being featured in “**Thriving In Their 40s**”, by the *Los Angeles Business Journal*




**Brian Little, CFA**  
Managing Director  
Consumer, Food, Restaurant  
and Retail M&A Advisory  
+1 213 304 4544  
brian.little@duffandphelps.com




**Farzad Mukhi, CFA**  
Managing Director  
Consumer, Food, Restaurant  
and Retail M&A Advisory  
+1 424 249 1661  
farzad.mukhi@duffandphelps.com


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and Sons

has received a majority  
equity investment by  
principals of

  
GROUP HOLDINGS INC

Sell Side Advisor




has received a minority  
equity investment from


  
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BATH & BODY WORKS




Sell Side Advisor



has been acquired by



a portfolio company of



Sell Side Advisor

  
Discover American Craft

a portfolio company of



has completed a majority  
recapitalization with



THRIVING IN THEIR 40s



**PRAVEEN KUMAR**  
Senior Preconstruction Manager  
The PENTA Building Group

Although Praveen Kumar now participates in preconstruction management at one of Los Angeles’ leading general contractors, the early stages of his career were rooted in architecture. After earning his master’s degree in Construction Management from Purdue University, he embarked on a career journey that took him under the wing of several Southern California contractors, before landing at The PENTA Building Group, where he has served for nearly 10 years.

Kumar believes the greatest success in his career comes from his role in mentoring others. He says that if he has the opportunity to enable the budding careers of 5 or 10 people by the time he retires, he would have returned a great favor that his previous mentors granted to him when he started out in the late 90s. He looks for potential, eagerness and willingness to learn in others and does his part to counsel them.



**EMILY KUWAHARA**  
Partner  
Crowell & Moring LLP

From large corporations to leading institutions, clients turn to Crowell & Moring partner Emily T. Kuwahara to litigate their complex disputes. She has represented clients in appeals, patent inventorship disputes, breach of contract actions, particularly for technology companies, business torts, antitrust and consumer class actions, unfair competition law and other complex business disputes, resulting in satisfied clients and the recovery of hundreds of millions of dollars.

Over the last decade, Kuwahara has been a lead member of the Crowell & Moring team representing The Regents of the University of California in a number of key cases. She is currently leading the defense of challenges to the university’s COVID-19 vaccine policy. She is also an active mentor for junior attorneys, both at the firm and externally, with a particular focus on helping to guide the careers of minority and female attorneys.



**DAVIS LEE, MD**  
Chief Medical Information Officer  
and Chief Innovation Officer  
PIH Health

Davis Lee, MD is the chief medical information officer (CMIO) and chief innovation officer at PIH Health. When he first started his role in 2010, Dr. Lee was one of the youngest CMIOs in the country. Over the course of the 15 years, he has held various leadership positions within the organization including, medical director of informatics, and medical director for the Pediatric Hospitalist program.

Dr. Lee has made profound contributions to the continuous advancements in information technology at PIH Health, leading innovative teams to implement new strategic initiatives that keep PIH Health on the frontline of patient care. Under Dr. Lee’s leadership, PIH Health has earned national recognition for its optimal use of information technology to improve patient safety and overall experience. Dr. Lee spearheaded a rapid two-week deployment of telehealth to improve healthcare access for PIH Health patients during the COVID-19 pandemic.



**BRIAN LITTLE**  
Managing Director, Consumer  
Duff & Phelps, a Kroll Business

Brian Little is a managing director in the Consumer M&A advisory practice for Duff & Phelps, a Kroll Business and is based in the Los Angeles office. Little leads the firm’s consumer efforts on the West Coast in addition to heading up its global apparel practice. He has over 20 years of experience advising middle-market clients on mergers and acquisitions and private placements of debt and equity. Over the past decade, Little has closed over 35 transactions with total related transaction value in excess of \$2.5 billion.

Little’s recent deals include advising Felt (active/outdoor lifestyle brand) on its sale to Pierer Mobility; advising Maui & Sons (surf lifestyle brand) on its sale to Trimark; advising For Love & Lemons (women’s ready-to-wear apparel and lingerie) on its partnership with Victoria’s Secret; and advising on the acquisition of Journelle (retailer of lingerie and sleepwear) by an ownership group including principals of Cosabella.

Congratulations to  
**Devin Connolly**

on his selection to the  
*Los Angeles Business Journal’s* 2021  
“Leaders of Influence:  
Thriving in Their 40s” list





THRIVING IN THEIR 40s



ANDREW LIU

Senior Vice President, Director of Growth,  
Transportation, U.S. West Region  
AECOM

Andrew Liu is senior vice president and director of growth for AECOM’s transportation business in the U.S. West. Liu is helping lead the industry developing transportation infrastructure to connect people and communities, move goods, create economic opportunities, and improve equity in Southern California and beyond.

As chief product officer of a technology-focused division at another publicly traded company, Liu worked to disrupt infrastructure solutions with technology. Previously at AECOM, he was responsible for driving innovation through emerging technologies in transportation, digital solutions, and sustainable energy to deliver innovative solutions for clients and projects in Los Angeles and around the world. Liu is an industry veteran who has spent a decade leading and advocating for the development and adoption of new technologies in infrastructure. Combining a passion for technology with his professional engineering expertise, Liu led the AECOM team that helped build the world’s first hyperloop.



A. ALEXANDER LOWDER

Partner  
Larson LLP

Alex Lowder has achieved many professional successes in his early 40s and particularly in the last year, warranting him recognition as a standout in the Los Angeles legal community. He was elevated to partner at Larson LLP in January 2021 after joining the firm as counsel in 2018 from Scheper Kim & Harris LLP. In his legal practice, Lowder handles his clients’ complex commercial and white collar matters with a dedicated and deft approach. He has litigated matters at both the trial and appellate levels for clients ranging from fintech companies and municipalities, to media and entertainment companies and celebrities.

In his white collar defense practice, Lowder represents individuals and corporations in federal and state investigations and prosecutions, including at trial. He has successfully resolved cases before charges were filed, had charges dropped or dismissed prior to trial, and obtained acquittals on two separate occasions.



JAIME MARQUART

Co-Founding Partner  
Waymaker LLP

Jaime Marquart is the co-founding partner of Waymaker LLP, one of California leading boutique law firms. He has a complex commercial litigation practice focused on commercial contracts, real estate, film finance, employment and labor disputes, intellectual property, antitrust, corporate governance, and corporate finance. A number of Marquart’s legal victories have involved the film industry. In one, he obtained summary judgment on behalf of an Academy Award-winning director and screenwriter and a major studio in a copy-right suit involving a blockbuster.

Under Marquart’s leadership, Los Angeles-based Waymaker has become one of the nation’s leading trial and appellate boutiques representing both plaintiffs and defendants in their highest-stake matters. Through generous pro bono work, charitable giving and educating the next generation of lawyers, Marquet and Waymaker strive to improve our communities and make a positive difference in others’ lives.



CHRIS MATTMANN

Chief Technology and Innovation Officer  
NASA/Jet Propulsion Laboratory

Dr. Chris Mattmann is an accomplished data scientist who develops and evolves software on a national scale and also uses his expertise and caring personality to directly benefit and give back to the Los Angeles community. His day job is IT chief technology and innovation officer (CTIO) at NASA’s Jet Propulsion Laboratory where he helps advance space exploration by managing advanced IT research, open source development, technology evaluation, and user infusion capabilities.

Mattmann is JPL’s first principal data scientist (the top designation recognizing sustained, outstanding scientific and technical achievements). In his 20 years of experience at JPL he has conceived of, realized, and delivered the architecture for the next generation of reusable science data processing systems that are currently in space and will soon be launched into space. A few include the NASA’s Orbiting Carbon Observatory, NPP Sounder PEATE, and the Soil Moisture Active Passive Earth science missions.



We proudly congratulate  
our colleagues, Jennifer Romano  
and Emily Kuwahara, on being  
named among *Los Angeles Business  
Journal’s* “Thriving In Their 40s.”





THRIVING IN THEIR 40s



**DAN MILLER**  
*Partner*  
Miller Barondess LLP

An accomplished trial lawyer and founding partner of Miller Barondess, LLP, Dan Miller has successfully litigated cases all over the country including New York, Delaware, Washington, D.C., Florida, Nevada and South Carolina. He is sought out to handle complex business matters with a broad legal impact. He represented investment banks, two of the largest publicly traded banks in California, and a prominent private equity firm and venture capital company.

In sports and entertainment, Miller represented an NFL head coach in arbitration in front of commissioner Roger Goodell, witnesses in confidential NBA internal investigations, NBA players in litigation, and a leading NBA sports agent. He litigated several cases on behalf of a leading artist management company and represented talent including Sean Connery and Rod Stewart. He recently secured a \$3 million settlement in an excessive force police shooting case against San Diego Police Department on the eve of trial.



**VIRGINIA MILSTEAD**  
*Partner*  
Skadden, Arps, Slate, Meagher & Flom LLP

Virginia Milstead is the newest partner in Skadden’s renowned Los Angeles litigation group. She has a broad commercial practice, with a particular emphasis on securities class actions and shareholder and M&A litigation. She represents clients in both federal and state courts, and is known for developing shrewd, innovative arguments based on her encyclopedic knowledge of the law and thorough and precise analysis of the matters in which she is involved.

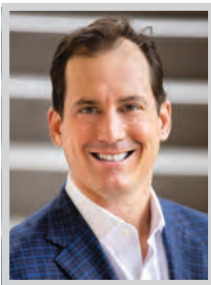
Milstead was appointed in 2020 to serve on the Board of Directors of the Legal Aid Foundation of Los Angeles. Since 2019, she has served as the co-chair of the Litigation Section of the Women Lawyers Association of Los Angeles (WLALA) where she has twice organized WLALA’s Litigators Forum, one of WLALA’s signature events, featuring diverse women speakers discussing timely and relevant topics. Milstead has published extensively on issues related to securities and corporate law.



**ALI MOJIBI**  
*Partner*  
Covington & Burling LLP

Ali Mojibi is a dynamic trial lawyer who has tried cases for leading global businesses across a range of industries, including telecommunications, software, medical device, and biotech. Mojibi’s diverse background in engineering, medical sciences, and technical sales enables him to quickly master a complex factual record and craft simple, compelling presentations that resonate with the fact-finder.

He focuses his practice in areas where his technical background is most useful to clients: patent and trade secret litigation, commercial disputes in the tech and healthcare sectors, disputes concerning the enforcement of restrictive covenants for senior executives and scientists (such as non-compete, non-solicitation, and non-disclosure disputes), dispute among founders and executives of leading tech and healthcare companies regarding corporate ownership and control, and complex tech licensing disputes. Mojibi also maintains a robust pro bono practice, with a focus on the larger LA community.



**JOEL MONTMINY**  
*President & CEO*  
Montminy & Co., LLC

Joel Montminy founded and leads Montminy & Co., spearheading its client assignments and operations across the globe. For over 25 years, he has led professional service firms and initiated cross-border and domestic mergers and acquisitions, leveraged and management buyouts, and private placements of equity securities, restructurings, business valuations, fairness opinions and strategic advisory assignments. He has advised founders, CEOs and boards of both private and public companies, in a wide range of industries including food and beverage, consumer products, retail, hospitality & leisure, business services, technology and entertainment.

Montminy has personally originated, led and closed over \$6 billion of middle market transaction volume, including nearly \$2 billion in cross-border transactions in over 30 countries. He has set many market peak values for sell-side transactions. Montminy also believes in community involvement, serving on several for-profit and nonprofit boards related to arts, entrepreneurship, education, the environment and medical research.



**BRANDON DAVIS**  
Partner | Infrastructure Group

Congratulations to  
Infrastructure Partner

**Brandon Davis**

on his well-deserved recognition  
by the *Los Angeles Business Journal*  
in its “Thriving in Their 40s” supplement.



Congratulations to our own  
**Sahara Pynes**  
host of the **Legally EmpowHERed** Podcast



**A Leader of Influence within the firm,  
the business community and beyond.**



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THRIVING IN THEIR 40s



**FARZAD MUKHI**  
*Managing Director*  
Duff & Phelps, A Kroll Business

Farzad Mukhi is a managing director in the Los Angeles office of Duff & Phelps, A Kroll Business. He has 17 years of experience in executing mergers and acquisitions and corporate finance engagements, including sell-side and buy-side transactions, leveraged buyouts, divestitures, recapitalizations, debt and equity financings.

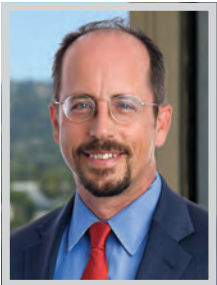
Mukhi is a trusted advisor to owners of middle-market businesses that operate in the consumer industry. Over his career, he has developed an expertise within the food, beverage and nutrition segment. Deep understanding of the category and relationships with the buyer community makes Mukhi a go-to sellside banker in the region. Mukhi is also a Chartered Financial Analyst (CFA) Charterholder and holds the Financial Industry Regulatory Authority Series 79 and 63 licenses.



**BRUCE MUNSTER**  
*Managing Director*  
Merrill Private Wealth Management

Bruce Munster is a principal of the Munster Freeman Group, a M&A-focused advisory practice within Merrill Private Wealth Management and is entrusted with more than \$2.7 billion for 50 families. He assists his clients with the highest level of integrity and honesty and his focus and recommendations are based on what is in his client's best interests.

Munster has garnered a number of national honors as a Financial Advisor. Forbes named him one of "America's Top Wealth Advisors" from 2016 to 2020. Munster was also ranked #2 in the state of Washington for 2020 by Forbes' Top State-by-State Advisors. The Financial Times distinguished him as one of the Top 400 Financial Advisors in 2017 through 2020. Barron's recognized Munster as one of the Top 1200 Financial Advisors, State-by-State in 2017 through 2020.



**MICHAEL D. MURPHY**  
*Partner in the Litigation Department*  
Ervin Cohen & Jessup LLP

Michael Murphy has extensive experience in litigation and matters involving corporate governance disputes, breaches of fiduciary duty, fraud, defamation, the anti-SLAPP statute, trademark and trade dress litigation, trade secrets and real estate litigation, among others. Murphy also has experience counseling clients on various types of contract negotiations, including operating agreements, asset purchase agreements and management contracts. He has prosecuted trademark applications before the United States Patent and Trademark Office, as well as the Trademark, Trials, and Appeal Board.

Murphy has experience in a variety of industries, including real estate development, venture capital, the gaming industry (including gaming regulation), the apparel industry, software development, market research, printing, food and beverage, international music licensing, nursing homes, franchises, nursing homes and long term care facilities and the semiconductor industry, as well as startup ventures in an also diverse array.



**SATPAL NAGPAL**  
*Partner*  
GHJ

As partner and audit and assurance practice leader at GHJ, Satpal Nagpal has been integral in the growth and direction of the firm. Since 2003, Nagpal has led the implementation of a number of new technologies that have helped the firm's Audit and Assurance Practice become more efficient and effective. He is a collaborative leader across teams and practice groups and has developed new leaders within the practice to expand and diversify the talent and services provided to clients.

When the pandemic hit, GHJ relied heavily on Nagpal's expertise to develop a remote audit framework. With his guidance, GHJ was able to use the framework developed for remote team members and apply it to the wider team. He also helped the firm continue to function effectively in a remote environment, and reimaged how elements of team camaraderie, on-the-job training, systems and processes needed to evolve.

Los Angeles Business Journal

2021 THRIVING IN THEIR 40'S

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THRIVING IN THEIR 40s



CANDICE NAKAGAWA

Director, Senior Private Wealth Advisor and  
Los Angeles North & Central Coast Team Lead  
The Private Bank at Union Bank

Candice Nakagawa started her career at Union Bank in 2000 as a management trainee, then held the roles of priority banking officer & manager, as well as private banker. In her current role as a senior private wealth advisor, Nakagawa partners with a team of specialists and works with high net worth clients to help them build, sustain, and transfer their wealth. She was also promoted to team lead for Northern LA and the Central Coast in 2020, where she serves in a sales leadership role with six direct reports.

In 2019, Nakagawa was a recipient of the Union Bank President’s Award in recognition of her outstanding contributions to the organization throughout her tenure. This is the highest honor that MUFG Union Bank employees can receive and is bestowed upon a select group that have made meaningful contributions towards the company’s success.



YANSY NARANJO

Senior Associate  
Avison Young

Yansy Naranjo’s CRE career spans more than 20 years. Seven years ago, she transitioned into brokerage as an associate at Secured Properties, a boutique commercial real estate firm in Los Angeles. After three successful years and a promotion to director of leasing, Naranjo joined the Avison Young family in 2019 as a senior associate. Naranjo specializes in agency leasing and tenant representation in the greater Los Angeles region.

Naranjo is also a member of the Board of Directors for St. Anne’s in Los Angeles, an organization that offers a safe refuge for unwed, pregnant young women and young mothers, offering transitional housing and programs to empower and educate these women providing hope and the tools needed for a better future. She also has a passion to mentor young, homeless women and volunteers her time at various non-profit organizations



ADAM NOUREDDINE

Senior Project Manager  
The PENTA Building Group

Adam Nouredine, currently serving as a senior project manager at PENTA, has a 23-year tenure in the construction industry. In this role, he plans, directs, manages and provides oversight of projects to ensure teams remain on schedule and within budget. His extensive experience successfully managing all aspects of multiple projects from inception through completion expands beyond the U.S. to Lebanon and Saudi Arabia.

Nouredine’s ability to thrive in challenging situations allows him to remain ahead of the curve to keep projects running smoothly. An example of this can be seen on the 56-story high-rise residential Metropolis R3 Tower project in Downtown LA, a joint venture with PENTA and Pankow. Nouredine was responsible for managing the build-out of the tower’s three luxury amenity spaces on levels 1, 9 and 27 totaling more than 18,000 square feet.



KELLY O’NEIL

Lead Managing Director and Shareholder  
CBIZ & MHM

Kelly O’Neil, CPA, IFRS, is a lead managing director at CBIZ MHM, LLC a national accounting and financial services provider, and a shareholder at Mayer Hoffman McCann P.C. (MHM), a national CPA firm which provides audit and attest services. With more than 20 years of experience, O’Neil’s expertise is providing audit and consulting services to both companies in a variety of industries (including many backed by private equity and venture capital firms). She specializes in revenue recognition, purchase accounting, accounting for stock-based compensation, equity and debt instruments, and derivatives accounting.

O’Neil is a member of the California Society of CPAs, American Institute of CPAs, and Association for Corporate Growth and also has her IFRS Certification from the American Institute of Certified Public Accountants. She is an executive board member of CBIZ Women’s Advantage, where she directs the development of our female professionals through focused leadership, mentoring, and networking.

CONGRATULATIONS

to Jeremy Holland of The Riverside Company  
and all those being recognized  
by Los Angeles Business Journal’s Thriving in their 40s



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THRIVING IN THEIR 40s



**GARY OLSEN**  
*Senior Managing Director*  
B. Riley Advisory Services

Gary Olsen has worked on litigation matters related to intellectual property, corporate investigations, lost profits, and valuation matters for more than twenty years. He has provided expert witness testimony on damages matters including intellectual property, breach of contract and forensic accounting cases in various venues (including Federal Court), arbitration, international arbitration and mediation. He has testified and been retained as a damages expert in the health-care, retail, professional services, consumer products, and construction industries.

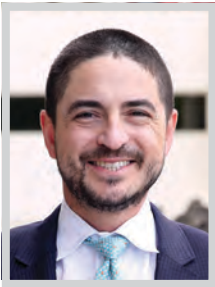
Representative assignments on which Olsen has worked include calculating intellectual property damages, including patent infringement, copyright, trade secret and trademark damages. He has also excelled at estimating lost profits, economic damages, and lost business value on behalf of plaintiffs and defendants. He represents class members as a damages expert in data breach and privacy-related litigation. He has also served as a neutral expert witness retained by an arbitrator to evaluate claims of both parties.



**KEITH ORSO**  
*Partner*  
Irell & Manella LLP

A partner with Irell & Manella LLP for more than a decade, Keith Orso balances his role in firm leadership with a thriving patent law practice in the firm's litigation and intellectual property groups. Orso is one of three partners on Irell's Management Committee, which fulfills the function of a managing partner; serves as hiring chair of the firm's Los Angeles office, and chairs Irell's Mentoring Committee.

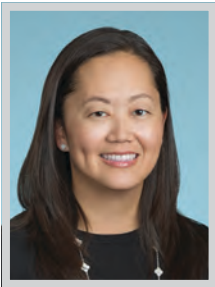
Orso is experienced in a range of technologies from pharmaceuticals and biotechnology to computer architecture and communications. He has leveraged his education and background to navigate the highly complex scientific and technological nuances involved in such matters, helping him secure significant victories for clients. He holds a graduate degree in chemical engineering and studied both engineering and economics as an undergraduate. In addition to helping develop younger lawyers at the firm, he co-teaches the 'Patent Intensive' course at UCLA School of Law.



**FELIPE OSORN**  
*Executive Administrator of Value Improvement*  
Keck Medicine of USC

As executive administrator of continuum of care operations and value improvement with Keck Medicine of USC, Felipe Osorno oversees numerous strategies to create a culture of continuous improvement. In the fall of 2020, he received perhaps the biggest challenge of his career: to plan and execute a COVID-19 vaccine distribution plan for the health system.

Osorno and his team of 40 people worked for months with colleagues across Keck Medicine and USC to create a system for the smooth and efficient delivery of vaccines to staff, patients and the community. When the health system received its first vaccines on December 17, Osorno and his team were ready. Due to his efforts, Keck Medicine also became one of the first health systems in California to fully integrate the My Turn vaccine scheduling into patients' electronic records, thus making vaccine access easier.



**JIJI PARK**  
*Partner*  
Pillsbury Winthrop Shaw Pittman

Ji Ji Park, co-leader of Pillsbury's FinTech, Payments & Blockchain focus team and Unclaimed Property team, focuses on regulatory matters and corporate transactions for clients in the financial services and retail sectors. She advises financial institutions, money transmitters, bill payment companies, retail corporations, payment processors, program managers, marketplaces, platform providers and Internet escrow companies on federal and state laws, including money services licensing, payment processing, electronic funds transfers, unclaimed property, anti-money laundering, and privacy laws.

Park has extensive experience in issues involving digital and virtual currencies, pre-paid cards, closed- and open-loop programs, e-wallets, mobile payments, and loyalty and promotional programs. She guides and provides pragmatic solutions for key players in all facets of the fintech industry as they navigate an ever-evolving regulatory landscape, including in connection with successfully obtaining license applications and change of control approvals on a nationwide basis.



Congratulations to our colleague  
Kelly O'Neil on being recognized by the  
*Los Angeles Business Journal* as a leading  
professional *Thriving In Their 40's!*

Kelly O'Neil  
Lead Managing Director &  
Attest Practice Leader

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THRIVING IN THEIR 40s



**ERIC PETTIT**  
*Partner*  
King & Spalding LLP

**E**ric Pettit is a seasoned litigator who has successfully represented plaintiffs and defendants in a wide range of complex commercial cases, including securities and financial services litigation, regulatory investigations and enforcement actions, intellectual property disputes, and environmental and professional negligence suits. In addition to his experience before state and federal trial and appellate courts, Pettit has arbitrated many cases with AAA, JAMS, and FINRA.

Over his career Pettit has represented a diverse array of clients, including real estate developers and investors, senior executives, A-list celebrities, music labels, movie studios, and Fortune 500 companies. For the last several years, he has represented numerous investors in the Low Income Housing Tax Credit program, which provides billions of dollars in federal tax credits to help incentivize capital investment in affordable housing. During that time he has successfully litigated more than a dozen individual LIHTC cases all over the country.



**JODIE POIRIER**  
*Executive Managing Director, Greater Los Angeles*  
Colliers

**A** powerful force in a historically male-dominated industry, Jodie Poirier stands as an ally and mentor to aspiring leaders in all sectors of the workforce. Poirier ranks among the top business influencers in the market, but perhaps most impressively and importantly, she is a pioneer for female executive leadership in Los Angeles commercial real estate, and by extension, the industry at large. Appointed the first female market leader across the greater Los Angeles region for a commercial real estate firm, Poirier actively promotes diversity and inclusion for all.

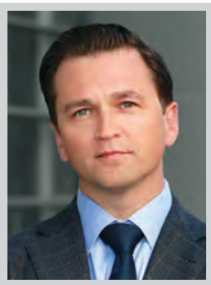
As executive managing director for Colliers, overseeing 280 professionals across the region, Poirier shows exemplary courage, grit, leadership, and foresight as she continues to deliver industry-leading results for her company and teams. With a nearly 20-year career in commercial real estate, Poirier's extensive professional background spans across real estate development, brokerage, and the institutional side of the business.



**SAHARA PYNES**  
*Partner, Labor & Employment*  
Fox Rothschild LLP

**T**he modern workforce is a legal minefield. But when it comes to helping employers navigate the risks, Sahara Pynes understands what is at stake. Drawing on two decades of experience, this Brentwood resident advises a broad range of businesses on how to best comply with state and federal employment laws relating to workplace discrimination, wage-and-hour laws, disability accommodations, family and medical leave, and workforce reductions. And as an integral part of Fox Rothschild's Sexual Harassment Prevention Training Team, she strives to make sure California's requisite training is both informative and interesting.

Fluent in HR best practices, Pynes has counseled jewelry and fashion designers, media agencies and other companies through periods of rapid employee growth. In the past year, she took the lead on expanding the firm's national handbook initiatives and worked to utilize technology to simplify everyday HR practices for firm clients.



**SCOTT RAHN**  
*Founding Partner*  
RMO, LLP

**S**cott E. Rahn's strategies start with a walk in his clients' shoes. Specializing in the resolution of disputes and litigation stemming from trusts, estates and conservatorships, he has built his practice and cultivated his team around the notion of leading with empathy. It's a challenge in a practice area that often involves extraordinarily emotional issues, but it's an approach Rahn and his firm believe in, and an area where he has come to excel.

Among his most important recent victories involve a trial in Orange County Superior Court over a case of financial elder abuse, in which he represented the family of an elderly woman exploited by her neighbor and caregiver. A jury awarded his client a seven-figure judgment on top of damages and attorney's fees. Rahn is often involved in efforts to support his community and the greater L.A. area, leading the firm's involvement with several charitable groups.

ARIXA CAPITAL

**Congratulations to our General Counsel, Jelena Verny, and Chief Financial Officer, Mark Sato, on their recognition in Los Angeles Business Journal's "Thriving in their 40s".**

We are all proud of your accomplishments and look forward to your ongoing leadership.

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**Jelena Verny, Esq.**  
General Counsel

**Mark H. Sato, MBA, CPA**  
Chief Financial Officer



THRIVING IN THEIR 40s

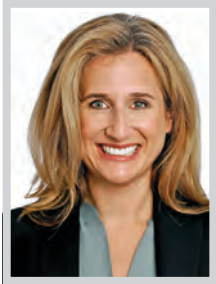


KATE ROBERTS

Partner and Co-Chair of the Labor, Employment and Immigration Group  
Sidley Austin LLP

Kate Roberts is the co-chair of Sidley’s Labor, Employment and Immigration group and a partner in the Los Angeles office. She has played a leading role in many major employment law cases due to Sidley’s national reach and the breadth of her practice. Roberts’ experience extends to all aspects of employment litigation, counseling and labor relations.

Roberts routinely handles wage and hour class and collective actions such as state and federal overtime exemptions and claims under California’s Private Attorney General Act. She defends employers against claims of discrimination, harassment, wrongful termination and other causes of action under state and federal law. Representative clients include Liberty Mutual Insurance Co., the Motion Picture & Television Fund and The Music Center. Roberts maintains an active practice in traditional labor law, a particularly male-dominated practice area, and has successfully led challenging negotiations while often being the only woman in the room.



JENNIFER ROMANO

Partner  
Crowell & Moring LLP

When the stakes are high and corporate reputations hang in the balance, an array of the nation’s largest companies turn to Jennifer Romano, a partner in the LA office and a former Management Board member. As co-chair of the nationwide Litigation Group, Romano defends clients in commercial litigation and against consumer class actions, particularly in the healthcare industry.

Romano regularly represents her clients in state and federal courts as well as in arbitration. She also is helping to lead the Women Lawyers Association of Los Angeles and Los Angeles County Bar Association’s recent call for the legal industry to redouble its commitment to programs/policies aimed to retain and advance women lawyers. She has served as president of the Women Lawyers Association of Los Angeles and currently serves on the LACBA/WLALA Joint Task Force on the Retention and Promotion of Women.



SHLOMI RONEN

Managing Principal  
Dekel Capital

Shlomi Ronen is the managing principal and founder of Dekel Capital where he is focused on the raising equity and debt for investors and developers acquiring both performing and non-performing assets. In his last 18 years as a real estate capital advisor, Ronen has secured more than \$3 billion in equity, mezzanine and debt financing on behalf of investors and developers for projects throughout the US.

Ronen’s recent achievements include arranging \$59 million in construction financing on behalf of The Latigo Group for the development of the first significant multifamily project to be developed in Thousand Oaks since 2007. He also secured \$59.3 million in non-recourse construction financing for the development of a 74,055-square-foot, mixed-use creative office building in West Los Angeles. He arranged for preferred equity and construction financing in excess of \$80 million for the construction of Jefferson on Imperial, a 244-unit luxury multifamily community in South Gate.



KRISTINA ROYCE

Partner & Co-Chair, Matrimonial & Family Law Practice Group  
Blank Rome LLP

Kristina Royce has established herself in a highly competitive field as one of the leaders in family law in Los Angeles. For two decades, Royce has dedicated her practice to advising distinguished, often high-profile individuals involved in high-stakes, complex financial and custody matters.

Royce’s clients range from Hollywood A-listers and professional athletes to C-suite executives and other well-known personalities from LA and Silicon Valley to Manhattan, NY. Royce has earned a reputation among her peers for her skilled and intricate financial valuations, tracings, and cash flow analyses; pre- and post-nuptial agreements; and keen mediation skills. She is also known for winning tough cases; effectively working with difficult personalities; finding effective, amicable, and astute solutions to complex matters quickly; and for her steadfast discretion in all matters. Her more than 20 years in the family law trenches give her an invaluable perspective on divorce and custody negotiations, mediations, and trials.

It’s Not a Job  
It’s a Mission

CONGRATULATIONS to Darrell Simien, SVP of Community Development, on being named to the Los Angeles Business Journal’s Thriving in their 40s list!

Your commitment to affordable housing has changed the lives of hundreds of low-income households throughout Los Angeles.

Thank you for your dedication to transforming our community.





THRIVING IN THEIR 40s



**MARK SATO**  
*Chief Financial Officer*  
Arixa Capital Advisors

Mark Sato, the vice president of finance and accounting for Arixa Capital Advisors has Big Four firm audit background plus a wealth of experience and knowledge about the private lending industry. This combination allows him to be extremely valuable overseeing the finance and accounting functions for a growing private lender and debt fund manager like Arixa Capital.

Sato has a handle on both the detailed blocking and tackling the firm needs to do every day, and the higher level strategic issues. Arixa recently published an FAQ document about loan loss reserves for private debt funds where Sato was the lead author. Prior to coming to Arixa, Sato was most recently chief financial officer at Watt Funding, a company similar to Arixa Capital. Previously, Sato worked in public accounting at PwC and Deloitte & Touche, auditing a variety of real estate and investment management companies, among others.



**JOSHUA SCHNEIDERMAN**  
*Partner*  
Snell & Wilmer

Joshua Schneiderman is an instrumental member of the corporate and securities group in the Los Angeles office of Snell & Wilmer and was voted into the partnership after just two years with the firm. He advises clients on a wide range of transactional matters, including mergers and acquisitions, joint ventures and public and private offerings of debt and equity securities. He also advises clients on matters related to franchising, nationally and internationally.

Schneiderman has served as lead counsel on several highly sophisticated M&A and financing matters, assisting clients with access to much needed capital in turbulent financial markets. He is excellent at managing a deal team and serving as the point person to coordinate the flow of work and responsibilities among investment bankers, accounting firms, public relations firms and legal specialists, all of whom are integral to the successful completion of a transaction.



**JUSTIN SCHULTZ**  
*Senior Vice President*  
CBRE

Justin Schultz is an influential global real estate leader. He and his team focus on delivering sophisticated real estate strategies and precise transaction execution for some of CBRE's largest clients. Although based in Los Angeles, his work spans all geographies and all real estate product types ranging from flagship retail locations to film and TV studios.

Schultz's recent work includes supply chain strategy and implementation for one of the world's most recognizable athletic brands. His successful, high profile achievements have resulted in several mission critical distribution centers and manufacturing facilities around the globe. Schultz's team also has the privilege of working with one of the largest and most relevant content media companies on the planet helping to manage their existing real estate and supporting their global expansion in marquee markets such as London as well as emerging markets like the Philippines, India, and Turkey to name a few.



**DARRELL SIMIEN**  
*Senior Vice President, Community Development*  
Habitat for Humanity of Greater Los Angeles

With over 20 years of experience in the construction and real estate industries, both in the public and private sector, Darrell Simien has been responsible for the development and construction of over 1,000 affordable housing units in the Los Angeles County area. Since joining the Habitat for Humanity of Greater Los Angeles team in 2010, Simien has had the responsibility for managing the construction, real estate, and forward planning efforts for the organization and currently serves as the SVP of community development as well as the real estate officer for the organization's CHDO, Partnership Housing.

Simien has also created and managed programs aimed to increase access and affordability for first-time homebuyers while working for the City of Long Beach. He also served as the project leader and coordinator for complex real estate development projects, including single-family and multi-family projects for the city.

Congratulations to our Partner  
**Michael D. Murphy**  
on his inclusion in the  
*Los Angeles Business Journal's*  
**THRIVING IN  
THEIR 40s**





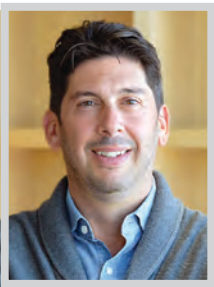
THRIVING IN THEIR 40s



**JUSTIN SOLOMON**  
*Partner*  
Kirkland & Ellis LLP

Since relocating to the West Coast in 2013 as a founding partner of Kirkland’s San Francisco Investment Funds group, Justin Solomon has established himself as a leading investment funds attorney and trusted advisor to many of California’s premier private equity fund sponsors. Solomon subsequently founded, and now leads, Kirkland’s Los Angeles Investment Funds group, the largest dedicated investment funds group of any law firm in Los Angeles.

With over 15 years of experience, he has led fund formations ranging in size from under \$100 million to over \$10 billion. In spite of the current economic challenges due to the COVID-19 pandemic, Solomon and his team have served as lead counsel to more than 40 different private equity sponsors in transactions involving more than 40 billions of dollars within the last two years. Creative and technically skilled, Solomon works closely with clients in implementing innovative transaction structures.



**VINCENT SPATARO**  
*Senior Director*  
Shawmut Design and Construction

Apple Tower Theatre, SoFi Stadium, G4 headquarters and broadcast studio, Gloria Kaufman Performing Arts Center, and what will be one of the tallest cross-laminated timber office buildings in Los Angeles: what do they all have in common? The leadership of Vincent Spataro, senior director at Shawmut Design and Construction.

Moving to Shawmut’s Los Angeles office a year after it was established in 2013, Spataro became an instant leader in the market, leading the construction of some of the most iconic retail spaces – from Louis Vuitton’s Rodeo Drive flagship to The Row on Melrose Place. Having built in LA since 2007, Spataro had already established relationships with leading architects, designers, subcontractors, and brands. He became an instant thought leader, quoted in both local and national publications from Los Angeles Business Journal and California Apparel News to WWD and Building Design + Construction.



**JIM STANLEY**  
*Chief Operating Officer, Suffolk Los Angeles*  
Suffolk

As chief operation officer, James (Jim) Stanley is responsible for leading operations in Los Angeles for Suffolk, a national real estate enterprise building some of the most iconic developments across Los Angeles. As COO, Stanley’s 20 years of expertise allows him to provide valuable direction in both the preconstruction and construction phases of a project – ensuring Suffolk delivers on all project goals. His industry experience also includes business development, operational efficiencies, job-site safety and client satisfaction.

Stanley’s leadership and operational skills are critical to providing effective guidance for the project team. He started his career as a project and field engineer and quickly moved up the ranks as a project manager, a project executive, and VP of operations. In 2020, he was named chief operations officer, running all the operations for Los Angeles. His client relationships speak for themselves and are at the core of his success.



**BRYAN SULLIVAN**  
*Partner*  
Early Sullivan Wright Gizer & McRae

Bryan Sullivan, partner at the law firm of Early Sullivan Wright Gizer & McRae, is a legal leader of influence in Los Angeles who, at age 46, is helping set today’s standard for success via his efforts both in and out of the courtroom. As a nationally recognized attorney who focuses his practice on transactions and entertainment law, Sullivan has a trusted reputation with Hollywood’s A-list.

Sullivan currently represents clients such as Miley Cyrus and Olivia Munn in various legal matters and works with up-and-coming creatives including Aimee Garcia and former WWE Champion AJ Mendez. In October 2021, he represented Mendez in a major distribution deal between ViacomCBS and WOW: Women of Wrestling that will result in worldwide viewership for the sport of women’s wrestling. He is also involved in cutting-edge deals that reflect the currents of change transforming the entertainment industry today.



We congratulate our partner  
**Will Delgado** and all of the  
*Los Angeles Business Journal’s 2021*  
“Leaders of Influence: Thriving in Their 40s”  
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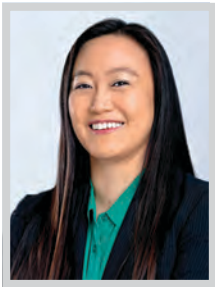
THRIVING IN THEIR 40s



**KRISTEN SULLIVAN**  
*Associate*  
Avison Young

With over 20 years in customer service and sales across multiple industries, media, hospitality, furniture and real estate, Kristen Sullivan boldly began her commercial real estate brokerage career seven years ago. She has faced numerous challenges over her career: being too young, too old, the only woman in her position and breaking through the glass ceiling – all worth fighting for and have made her the person she is today.

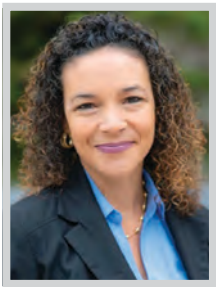
Choosing brokerage as a career has enabled Sullivan to break barriers in a male-dominated profession, have no limit on income, and help her clients grow, save money, and find solutions to achieve their goals. The experience of working in the many facets of sales has taught her that only you can stand in the way to achieving your goals. She also plays a role with the Supervisory Committee for the Board of Pasadena Service Federal Credit Union.



**CYNTHIA Y. SUN**  
*Attorney*  
Sanders Roberts LLP

Cynthia Sun has been a litigator for almost 15 years. She has successfully obtained summary judgment in many cases, including a wrongful death case based on premises liability and negligent hiring. She has also obtained favorable settlements through her aggressive litigation strategies. She is admitted to practice in California and is also admitted to all four of the United States District Courts in California.

Sun grew up in the Los Angeles area and has been active in the community since she was in elementary school. She has volunteered with numerous local community service organizations, including Meals on Wheels, Amanda Foundation, LA Asian Pacific Film Festival and Habitat for Humanity. She was awarded the Chancellor’s Award for Commitment to Community Service. She has also mentored and continues to mentor younger female and minority attorneys in the legal profession. She has also served on the Board for UCLA’s Chancellor Society.



**JEANNINE TAYLOR**  
*Deputy General Counsel*  
Keck Medicine of USC

Jeannine Taylor, Keck Medicine of USC’s deputy general counsel, has been with Keck Medicine since it was established in 2009. She is responsible for providing guidance on sensitive legal matters to hospital, medical group and academic department leadership across the health system, which includes two acute care hospitals, a community hospital and more than 40 outpatient facilities.

Taylor has led the legal department through many achievements as the health system has grown and transformed into one of the mostly highly regarded academic medical systems in the nation. Taylor’s incredible organizational and leadership skills were highlighted by the legal challenges COVID-19 presented. When, due to the pandemic, patients were not always able to see their doctors in person, Taylor and her team handled the legal logistics of ensuring that every physician in the system cleared all regulatory hurdles needed to transform their clinical practice through the advance use of telemedicine.



**BRYAN THOMPSON**  
*Partner*  
Barnes & Thornburg LLP

As a partner at Barnes and Thornburg, Bryan Thompson has built a practice focused on corporate and entertainment law, largely focused on television and digital financing, development, and production. He represents networks and distributors, in addition to talent and independent producers. Recently, for instance, he represented Omaha Productions and Peyton Manning in connection with the development, sale, production, and launch of “Monday Night Football with Peyton and Eli,” an alternate Monday Night Football broadcast airing on ESPN2 and ESPN+.

Thompson is especially proud of his work with minority owned companies, which has included many minority owned startups as they enter the entertainment industry, as well as with more established players, such as TV One. His work with startups is especially rewarding, as Thompson believes that these companies will continue to drive how minorities are viewed and represented across the industry.

Venable Congratulates  
Sarah Cronin and Belinda Vega  
And all the business professionals who are  
Thriving in Their 40's



Established and trusted advisors to the business and entertainment communities, Venable Los Angeles partners always hit their marks.

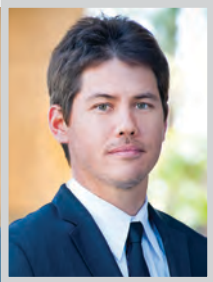


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**JASON TOKORO**  
*Partner*  
Miller Barondess, LLP

Jason Tokoro is an accomplished trial lawyer with a record of success. He represents clients in complex litigation in the entertainment, sports, real estate, and financial industries. Tokoro serves as outside counsel for the County of Los Angeles and its Board of Supervisors. In a ruling recognized as a Daily Journal Top Defense Verdict 2020, Tokoro won summary judgment on behalf of the County in a FLSA class action lawsuit relating to the State's IHSS program, in which plaintiffs sought nearly \$50 million.

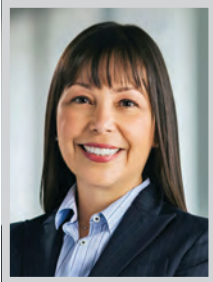
Tokoro is committed to helping the community during the pandemic. Over the past year, he has successfully represented LA County against numerous lawsuits challenging the enforcement of emergency health orders, such as contract-tracing, stay-at-home orders, and orders restricting activities to reduce the spread of the virus. These victories have ensured protection of County residents and set precedents that are followed statewide.



**JULIA TRANKIEM**  
*Partner*  
Hunton Andrews Kurth LLP

With the challenges to California employers brought on by the COVID-19 pandemic and the consequent business shutdowns and workforce reductions, Julia Trankiem's clients are more reliant on her than ever as a go-to practitioner in California on a range of workplace-related matters. She has been helping clients to comply with new and complex laws and regulations emerging in response to COVID-19.

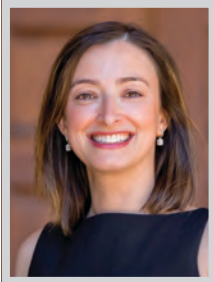
As a labor and employment partner in Hunton Andrews Kurth's Los Angeles office, Trankiem also continues to be involved in significant, high-stakes employment class actions and single and multi-plaintiff litigation, where she develops and sets a strategic charge, striving to position matters for the most effective and efficient outcome. Trankiem understands that clients with operations in California often need business-savvy legal advice to help them navigate complex California as well as federal employment law issues and avoid litigation.



**BELINDA MARTINEZ VEGA**  
*Partner*  
Venable LLP

Belinda Martinez Vega, co-chair of Venable's West Coast Litigation Group, focuses on complex commercial litigation, including matters involving unfair business practices, contract disputes, and fraud. She also defends employers against false accusations, discrimination, breach of contract, and various other claims while in compliance with both California state and federal employment laws. Vega is a passionate advocate for her clients in the financial services, hotel and hospitality, technology, professional services, consumer products, art, media, and entertainment industries.

Among Vega's many recent accomplishments is her success in obtaining summary judgment for her client, Las Vegas Resort Holdings, LLC, in a securities fraud, breach of contract, and breach of fiduciary duty lawsuit brought by foreign investors. Most recently, she obtained complete summary judgment for a national rental car company in a lawsuit involving respondeat superior and negligent hiring claims when its employee caused a serious accident while intoxicated.



**JELENA VERNEY**  
*General Counsel*  
Arixa Capital Advisors

Jelena Verney is responsible for advising Arixa on legal and compliance matters as well as managing outside counsel. She has progressed through a variety of responsibilities as Arixa Capital has grown. These include general business and legal matters; fund documentation such as operating agreements and private placement memoranda; and a variety of other matters such as partnership documents and programmatic joint ventures. Verney has consistently set an example of professionalism and is a role model for many of Arixa's staff.

Prior to joining Arixa, Verney was in private practice and worked as the director of the Business Law Program and Lecturer in Law at UCLA School of Law. She began her legal career as a tax and real estate attorney at Irell & Manella LLP. Verney has also given back through serving on boards in the past and participates in Arixa's philanthropic activities which include supporting foster youth organizations.

We are proud to congratulate our partners

**Bryan Sullivan & Scott Gizer**

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THRIVING IN THEIR 40s



**JAMES VERZINO**  
*Managing Director*  
Northwestern Mutual

When a childhood friend introduced him to Northwestern Mutual, James Verzino discovered a place where he could truly lead and inspire people. Nearly a decade later, he has developed and influenced dozens of new financial advisors, while maintaining a successful practice. As a wealth management advisor, Verzino has impacted the lives of hundreds of clients, striving to build lasting bonds and human connection in a world of uncertainty. As a leader and managing director of Northwestern Mutual’s downtown Los Angeles office, he upholds the highest standards of success within the largest district office in the country.

Verzino oversees development and recruiting for the largest Northwestern Mutual District Office in the country while maintaining a lively wealth management practice. His career philosophy focuses on high standards of education and integrity, enabling his team to put the clients’ needs first while building his legacy of talented, educated, and dedicated financial advisors.



**JON WATERMAN**  
*CEO*  
Ad.net

Jon Waterman is the CEO and founder of Ad.net, a fast-growing marketing technology company based in West Los Angeles. Ad.net is a performance-driven search-based marketplace that serves as an alternative to the major search networks Google and Bing, and a technology platform that helps Fortune 500 brands engage with new customers online.

Even as the pandemic pushed the business world into a hybrid/work-from-home environment, Waterman looked to continue fostering a highly collaborative remote work culture where everyone is encouraged to share new ideas. This approach allowed the team to work even closer on developing innovative ideas to give customers even greater value out of the relationships with Ad.net. Ad.net continues to play a pivotal role in the fast-moving digital advertising space, with a performance-driven approach for reaching the right customers through the entire purchase journey from pre-search to bottom of the funnel user acquisition.



**JASON WENK**  
*Founder and CEO*  
Altruist

Jason Wenk has excelled as a leader in the financial services industry over the past 20 years, working as an advisor, investment systems developer, analyst, and founder of multiple companies. He is dedicated to making finance a collaborative space between advisors and consumers, emphasizing the importance of human connection and interaction to improve financial wellness with affordable and accessible resources for more people.

After a number of successful and innovative business concepts, Wenk chose to focus on creating meaningful experiences for advisors and their clients with Los Angeles-based fintech firm, Altruist. As an entirely digital brokerage, Altruist provides advisors with cutting-edge tools to lower costs and give clients better experiences with money. His current ventures are grounded in helping people feel good about money and associating positive experiences with financial planning to ensure clients are taken care of and ready for their next chapter.



**KADIE PRESLEY WILSON**  
*First Vice President*  
CBRE

As a first vice president with CBRE, Kadie Presley Wilson specializes in the sale of multifamily investment properties and multifamily development sites across Los Angeles. She has worked in commercial real estate since 2003. During her career, she and her multi-award winning team have sold over \$5 billion in properties, consisting of over 20,000 existing and for-development residential units. Wilson takes a service-oriented approach to client representation and has established key relationships with active sellers and buyers throughout the region.

An example of a recent transaction success is Wilson’s work with two different property owners to bring a Mid-Wilshire unentitled high rise development opportunity to market just as COVID hit. Through diligent buyer outreach, and with sensitivity to the challenging market conditions, she and her team garnered 24 offers for the site in a very competitive bid process. They are currently in escrow.

We congratulate  
the Angelinos who are  
"Thriving in Their 40s."



THRIVING IN THEIR 40s

# Gender Diversity in Business is Making Strides

Work ethic, ability to build relationships and passion are key drivers to becoming a business leader according to the results of new YPO (Young Presidents Organization), Financial Times and United Nations Women gender equality research released this year and fielded to uncover groundbreaking insights about the journey women and men take to the corner office

Conducted earlier this year with 2,079 YPO member chief executives from 106 countries responding, the survey provides needed research on what gender specific roadblocks leaders face in their path toward becoming a chief executive and gleaned actionable insights on how to remove them for future generations of leaders. YPO member respondents run businesses that have annual revenues ranging from \$10 million to more than \$1 billion in over 30 industries – from manufacturing, health care, technology, and retail to real estate.

Key survey learnings include:

- About half of male respondents (51%) knew early in their careers they wanted to become chief executives, compared to one-third of female respondents.
- Per survey respondents, who achieved chief executive level by age 45 to qualify for YPO membership, the female leadership journey takes, on average, two years longer (men on average at 33.6 years compared to women on average at 35.4 years).
- The gender of those at the helm clearly matters in the effort to further gender equality overall in business. Women-led businesses report more female diversity on their boards, in



senior management and in their organizations. Female chief executives reported that 43% of their senior management is female versus 26% at male-run businesses.

- At the organization level, 48% of the workforce is female at women-led companies; 37% of the workforce is female at male-run companies.
- Female chief executives are more likely to face “balancing respect with likability” (30%) and “overcoming others’ preconceptions about me” (20%) than their male counterparts.” In contrast, only 9% of male chief executives

have had to overcome preconceptions.

- When asked about “cultural expectations related to gender,” a mere 2% of male business leaders responded that they faced this obstacle compared to almost half (47%) of female business leader respondents.
- Seventy-three percent of female respondents compared to 42% of male respondents took leave or sacrificed career advancement because of family needs. Sixty percent of female chief executives have taken maternity leave, while only 13% of male chief executives have taken paternity leave.

- The biggest challenges all global leaders currently face are “navigating and communicating constant change” (50%), “staying ahead of the competition” (47%) and “competing priorities” (43%). “Balancing work/life responsibilities” was another major challenge for both male (42%) and female (45%) respondents.

YPO member respondents provided several key insights on how all business leaders can create a more equitable path forward including:

- Conduct bias training to curb gender bias in all levels of hiring, mentoring, advancement, and job assignments.
- Make recruiting women a priority.
- Support flexible work options. Eighty-four percent of respondents said they offer flexible work options, and one-quarter noted it has made the most significant impact in creating a culture of gender inclusivity at their companies.

YPO is the global leadership community of more than 30,000 chief executives in 142 countries who are connected by the shared belief that the world needs better leaders. Each of its members has achieved significant leadership success at a young age. Combined, they lead businesses and organizations contributing \$9 trillion in annual revenue. YPO members inspire and support each other through peer learning and exceptional experiences in an inclusive community of open sharing and trust.

For complete survey results and to learn additional actions to advance gender equality in the workplace, visit [ypo.org](https://ypo.org).

Congratulations to Pillsbury partner

**JiJi Park** on being named as a

“Leader of Influence: Thriving in their 40s”

by the *Los Angeles Business Journal*.



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THRIVING IN THEIR 40s

# The COVID-19 Pandemic has Ignited an Uneven Acceleration of Digital Upskilling

While 40% of workers say their digital skills improved during the lockdown, data shows unequal access to career and training opportunities.

One of the largest-ever studies of the global workforce shows:

- Two in five believe their job will be obsolete within 5 years
- Half of the global workforce report missing out on career opportunities due to bias
- Training opportunities focused on those who already have high levels of skills
- Younger people report being more focused on maximizing income than ‘making a difference’
- Only 1 in 10 of those who can work remotely want to go back to a traditional commute and work environment full time
- But people are taking their future into their own hands: 77% are ready to learn new skills or completely re-train and 49% would like to set up their own business

A recent survey of 32,500 workers in 19 countries paints a picture of a global workforce that sees the shift to remote working as just the tip of the iceberg. Reflecting the fact the pandemic has accelerated a number of workforce trends, 60% are worried that automation is putting many jobs at risk; 48% believe ‘traditional employment won’t be around in the future’ and 39% think it is likely that their job will be obsolete within 5 years.

However, this is not a counsel of despair, as 40% of workers say their digital skills have been improved through the prolonged period of lockdown, and claim they’ll continue to embrace training and skill development. 77% are ‘ready to learn new skills or completely re-train’ and 74% see training as a matter of personal responsibility. And, 80% are confident they can adapt to new technologies entering their workplace.

In addition, 49% of respondents are focused on building entrepreneurial skills with an interest in setting up their own business.

**INCLUSION CHALLENGES**

The survey also found that 50% of workers say they’ve faced discrimination at work which led to them missing out on career advancement or training. 13% report missing out on opportunities as a result of ethnicity and 14% of workers have experienced discrimination on the grounds of gender, with women twice as likely to report gender discrimination as men. 13% report discrimination on the basis of class, with post-graduates and others with higher qualifications more likely to report prejudice. Younger people are as likely as older people to report discrimination based on age.

On top of that, the survey found there are disparities in access to upskilling opportunities. While 46% of people with postgraduate degrees say their employer gives them many opportunities to improve their digital skills, just 28% of



people with school-leaver qualifications say the same. Industries like retail or transport, which are most at risk of disruption, score just 25% and 20% respectively; while banking scores 42%.

“If current patterns in access to training persist, upskilling will increase social inequality when it should be doing precisely the opposite,” said Bhushan Sethi, Joint Global Leader of PwC’s People and Organization Practice. “Government and business leaders need to work together to intensify efforts to ensure people in the most-at risk industries and groups get the opportunities they need. Automation and technological disruption are inevitable, but we can control whether its negative effects are

managed or not.”

**MAKING A DIFFERENCE**

Three-quarters of workers globally (75%) say they want to work for an organization that will make a ‘positive contribution to society.’

However, economic insecurity is limiting people’s ability to pursue purpose driven careers, with younger people particularly affected. Overall, 54% of those polled said, if forced to choose, they would prefer a job that enabled them to ‘take every opportunity to maximize their income’ over a job that ‘makes a difference’ (46%).

Interestingly, those between 18 and 34 are more likely than other generations to prioritize income over purpose in their job with 57% prioritizing ‘maximizing their income’ over ‘making a difference’ (43%), a margin of 14 points. Those over 55 prioritize making a difference by a margin of 8 points, which rises to 22 points amongst workers over 65.

“As the world continues to grapple with a global health crisis and economic uncertainty, we’ve seen workers come to demand more from the business community, expecting their employers to make a positive contribution to society,” said Peter Brown, Joint Global Leader of PwC’s People and Organization Practice. “Fortunately, focusing on societal impact and maximizing profit are not mutually exclusive, and being a purpose-led business can actually help boost your bottom line.”

# LEADERS OF INFLUENCE SERIES

## SPOTLIGHTING INDUSTRY PROFESSIONALS

The **Los Angeles Business Journal 2022 Leaders of Influence Series** will spotlight outstanding professionals in several key industries. Each month we will publish a Leaders of Influence as well as a Women of Influence edition to recognize accomplished executives in their industry. Those selected to be featured in each of these published issues will be reviewed by the editorial department and chosen based on a demonstration of their impact made in their organization, the profession, and the Community of Business™.



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- Residential Real Estate Brokers
- Economic Development
- Most Admired Law Firms to Work For
- Labor & Employment Attorneys
- Investment Bankers
- Thriving in Their 40s

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