

LEADERS OF INFLUENCE:

Private Equity, Investors & Advisors



WITH THE UNIQUE AND UNCHARTED SCENARIOS THAT WE ALL FACED OVER THE LAST YEAR AND A HALF, GROWING businesses in the market for private equity have had to face a whole new landscape. The economic climate forced companies to make changes to the way they do business and to the way they approach their fiscal needs. The role that private equity investors and advisors play in terms of the business world overall has perhaps never been more important.

Los Angeles is an area that has an abundance of leaders of influence who make a significant impact in the private equity space. For this issue, we've reviewed the careers of many of the most notable private equity related professionals in the region and have selected some of the very best to be showcased here. Divided into two alphabetically listed groups (Private Equity Investors and Private Equity Advisors), you'll find some of Los Angeles' leading experts on the subject, along with information about their careers and specialties.

Congratulations to each of the outstanding professionals who made this list and thank you for your contributions to the local business community's success.

LEADERS OF INFLUENCE: PRIVATE EQUITY & INVESTORS

**ANTHONY BERKUS**

Managing Director
Duff & Phelps, A Kroll LLC Business

Anthony Berkus is managing director in the Transaction Advisory Services practice of Duff & Phelps. He started his 20-year career in public accounting at PwC and for the last 16 years has been focused exclusively on financial and accounting due diligence. Since joining Duff & Phelps in 2011, Berkus has been a valued advisor to private equity clients, growth investors, and strategic buyers. With deep experience in software, media and consumer industries, Anthony serves his clients by drawing from a broad range of technical and business knowledge to solve complex financial diligence matters. While also working with established private equity funds and corporations, Berkus has been an advisor to several private equity funds while they were in their earlier stages and continues to advise them as these clients have grown their funds sizes to nearly \$1 billion in committed capital and over \$3 billion in assets under management.

**CLAY BRYAN**

Managing Director, Financial Sponsors Coverage Lead
FocalPoint Partners, LLC

Clay Bryan is a managing director and Financial Sponsors Group lead at FocalPoint Partners, a middle market investment bank headquartered in Los Angeles, with branch offices in Chicago, New York, and Shanghai. FocalPoint has a long history of delivering top quality founder-owned businesses to the private equity market with EBITDA consistently ranging from \$10-50 million. Bryan has approximately 21 years of investment banking experience in private equity coverage, debt and equity capital markets, M&A, special situations, and both in- and out-of-court restructurings, providing solutions to investors ranging in size from middle market to large cap public company transactions. He has represented clients across a range of industries and has advised entrepreneurs, private equity funds, and other asset managers throughout his career. He has worked at both bulge bracket and boutique investment banks, structuring and executing complex transactions both in the U.S. and internationally.

**NISHITA CUMMINGS**

Managing Partner, Co-Head of Growth Equity,
and Co-Portfolio Manager
Kayne Anderson Capital Advisors, L.P.

Nishita Cummings is a managing partner, co-head of growth equity, and co-portfolio manager for Kayne Anderson Capital Advisors' growth private equity activities. She has played a leading role in building a team of 20 people with a focus on diversity with the team being over 50% female or minority. This team of professionals has invested together in nearly 40 software companies, with Cummings being responsible for 30 platform investments and 17 exits, across four funds and five co-investment vehicles. She is responsible for playing a pro-active leadership role in refining the team's proprietary sourcing strategy over time, including the expansion into Canada, identifying investment themes, developing actionable new investment opportunities, deal execution and driving enterprise value creation within existing portfolio companies. Cummings has also advised a number of portfolio companies through successful exit processes.

**STEVE DAVIS**

Managing Director and Head of the Beauty
& Personal Care
Intrepid Investment Bankers

Steve Davis is a managing director and head of the Beauty & Personal Care practice at Intrepid Investment Bankers. He is a co-founder of Intrepid and has more than 25 years of mergers and acquisitions experience. Davis established the Beauty & Personal Care practice, uniquely combining middle-market M&A expertise with a dedicated focus on the beauty and personal care industry, and has since built the practice into one of the leading advisors to the sector in the country. He is widely regarded as a leading authority in the category of Beauty & Personal Care M&A and is one of most active investment bankers in the industry. He has a deep understanding of trends and value-drivers across the sector, maintains ongoing dialogue with the acquirer and investor universe, and has a proven track record of helping clients sell to global strategic acquirers and value-added private equity groups.

**BEN DUNBAR**

Managing Partner
Gerber Kawasaki Wealth and
Investment Management

Ben Dunbar was an investor before he could legally drive a car. At thirteen years old, he worked six days a week, earning and saving money as a Little League umpire. By the time he was fifteen, he'd amassed a kid fortune of \$15,000. His stockbroker grandfather encouraged him to invest the savings. Where the average financial advisor sits somewhere between 51-55 years old, Dunbar (29 years old) has looked to shake up the industry since he graduated college in 2014. His practice includes releasing podcasts discussing what's going on in financial markets and teaching more complex financial topics outside of his daily client advice. Similar to a stock, he doesn't look at where his clients are today but where they are going to be and will invest time now to help them get there.

**ADAM FEIT**

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

Adam Feit is managing director and head of financial sponsors, healthcare and life sciences for MUFG Union Bank's Commercial Banking group. He has 20 years of experience covering and advising clients, underwriting and structuring deals, and building and leading teams across global corporate and investment banking, commercial banking, and business banking. Feit was responsible for forming the Financial Sponsors coverage model in 2017, the Specialized Industries coverage model in 2020, and also served as the market president for the Los Angeles region. Feit currently leads the strategic efforts to provide financing for private equity sponsors across the United States supporting leveraged buyouts, recapitalizations, and add-ons. The Sponsor Finance 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. In the four years since inception, Feit and his team have more than tripled their revenue.

**LLOYD GREIF**

President & CEO
Greif & Co.

Lloyd Greif is at the top of his game in his field, which is M&A deal-making. A veteran investment banker, 2021 marks his 40th anniversary in the field and next year marks the 30th anniversary of the investment bank he founded and leads, Greif & Co., a middle-market investment bank that engineers merger & acquisition transactions between \$50 million and \$2 billion in enterprise value, as well as equity and debt financings in excess of \$10 million, exclusively for entrepreneurially owned and operated growth companies. Greif is a zealot for his clients, always putting their interests first, religiously avoiding conflicts of interest, and working diligently for the equally-driven entrepreneurs he represents. His extreme work ethic is legendary, going back to the days when he worked midnight to nine at Ralphs Grocery Co. to pay his way through school at UCLA and USC, working full-time while attending college full-time.

**JERI J. HARMAN**

Founder & Chairman
Avante Capital Partners

Jeri Harman was recently named chairman of the board of NN Inc., a publicly traded diversified industrials company. She was also named one of the most influential women in mid-market M&A by Mergers and Acquisitions magazine in 2021, a designation she has received every year since 2016. Avante Capital Partners has invested more than \$400 million in lower middle-market businesses across the U.S. to date, and total AUM is now over \$840 million. Harman's company makes debt and equity investments of \$5 million to \$35 million to lower middle-market businesses to finance buyouts, minority recaps, acquisitions, and growth. She has more than 30 years of financing and M&A experience. Prior to Avante, Harman founded and led the LA offices for American Capital Ltd. and Allied Capital Inc.

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**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. Holland joined Riverside in 2010, when the firm recruited him to switch from executing deals to focusing on originating new investment opportunities in the Western U.S. and Canada. He has more than 20 years of private equity experience, closing deals across a range of industries and throughout the capital structure. Holland's influence in the private equity community is heavily derived from his enthusiastic support of other M&A professionals' careers. He has spent a tremendous amount of time over the years thoughtfully 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.

**TODD KALTMAN**

Managing Director, Transaction Opinions
Duff & Phelps, a Kroll Company

Todd Kaltman is a managing director in Duff & Phelps' Transaction Opinions practice. He brings to the table more than 30 years of corporate and securities valuation experience, including more than 20 years with Duff & Phelps where he is responsible for both business origination and project execution. Kaltman specializes in providing fairness opinions, solvency opinions and valuation advice for a wide variety of purposes. He has advised both public and private companies (sponsor-backed and founder-owned) and their boards of directors on numerous corporate transactions, including mergers and acquisitions, leveraged buy-outs, going-private transactions, spin-offs, and recapitalizations. Externally, Kaltman has advised a wide range of private equity firms, including some of the largest in the world as well as myriad middle-market fund. His broad experience, keen analytical skills and passion for developing young talent have made him a go-to technical advisor to young staff over the past 20 years.

**NATHAN LOCKE**

Managing Partner, Co-Head of Growth Equity,
and Co-Portfolio Manager
Kayne Anderson Capital Advisors, L.P.

Nathan Locke is a managing partner, co-head of growth equity, and co-portfolio manager for Kayne Anderson Capital Advisor's growth private equity activities. Locke has played a leading role in building a highly experienced and diverse team of 20 professionals with over 50% being females or minorities. Together this team has invested in nearly 40 companies with Locke being responsible for 30 platform investments and 17 exits across four funds and five co-investment vehicles. He is also responsible for playing a pro-active leadership role in identifying investment themes, developing actionable new investment opportunities, deal execution and creating value within existing portfolio companies. Locke is also a member of the Kayne Partners Investment Committee. In 2020, Locke advised on a successful exit of 4C Insights, a TV and social media technology platform. He has also played an integral role in the teams' fundraising efforts.

**MICHAEL METZGER**

Media & Tech Investment Banker
Drake Star Partners

Michael Metzger is a partner at Drake Star Partners, a global media / tech investment bank with approximately 100 professionals across the U.S., Europe and Asia. He advises companies on M&A and growth stage financings and leads the firm's gaming and digital media practice. His recent transactions include the sale of Echtra Games to Zynga, Lightstream to The Vitec Group, FreshPlanet / SongPop to Vivend, EyeEm to NewValue, Slightly Mad Studios to Codemasters, Avira to Invest-Corp and nWay to Animoca. Previously, Metzger was a senior banker at Houlihan Lokey's TMT Group, principal at MESA Global and co-founder and principal at Covert & Co. Before that, he held senior management and engineering positions at AT&T, IBM and Mindspeed. He holds five patents in the field of communications and also serves as the chair and board director of the German American Business Association (GABA) in Southern California.

It's not the smartest who survive, it's the ones who quickly adapt to change.

Congratulations to Suzie Doran on being selected as a Top Advisor. You Deserve the Recognition!

**Suzie Doran**

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LEADERS OF INFLUENCE: PRIVATE EQUITY & INVESTORS



JOEL MONTMINY
President and CEO
Montminy & Co.

Joel Montminy founded and leads his eponymous investment bank, Montminy & Co. He spearheads both Montminy & Co.'s daily operations as well as client assignments across the globe. Montminy is well known for leading both domestic and international merger & acquisition transactions, as well as private placements of equity securities and debt, restructurings, business valuations, fairness opinions and strategic advisory assignments. Today, Montminy & Co. has 22 employees, including 15 registered reps and is consistently ranked as one of Los Angeles' top boutique investment banks. Montminy also prides himself on the importance of a firm that provides relevance and impact, for not only its clients but also its employees, families, and community. In the past 18 months, Montminy has personally completed 10 transactions totaling over \$500 million in transaction value.



CYRUS NIKOU
Founder and Managing Partner
Atar Capital

Cyrus Nikou is the founder and managing partner of Atar Capital, a private investment firm based in Century City, where he oversees the firm's strategy, including M&A, operations, and business development. Atar was founded in 2016 and focuses on buyouts of underperforming companies within the lower middle market. In fewer than four years, Atar has built an impressive portfolio of 11 companies with an aggregate revenue of over \$1 billion per year, with over 12,000 employees, and operations located throughout North America, Europe, and Asia. In March 2021, Atar announced the acquisition of Universal Lighting Technologies and Douglas Controls from Panasonic Corporation. Nikou attributes the success of his firm to building a team that is nimble, adaptive, and responsive to market conditions. During the 2020 lock-down, he guided the firm to acquiring two healthcare companies that are focused on behavioral health and one company focused on sustainable food packaging.



GARY RABISHAW
Managing Director and Founding Principal
Intrepid Investment Bankers

Gary Rabishaw is a managing director and founding principal of Intrepid Investment Bankers. He established and leads the Commercial & Consumer Technology practice for the firm, building the practice into one of the leading national advisors to the consumer electronics, audio/video and music technology sectors. Throughout a finance career spanning nearly 30 years, Rabishaw has been involved in numerous domestic and cross-border transactions, including mergers and acquisitions, private equity capital raises, and financing for companies spanning the consumer, industrial, healthcare, and business services sectors. He regularly advises companies on their sale to private equity firms and also represents leading PE firms in the sale of their portfolio companies. Recent completed transactions include the sale of Jlab Audio, owned by Catalyst Holdings, Petra Capital and Eagle Private Capital to Noritsu Koki; the sale of KontrolFreek to Steel Series, which is backed by Denmark-based PE firm Axcel; among other sales.



NISHEN RADIA
Co-Founder, Managing Partner
FocalPoint Partners, LLC

Nishen Radia is co-founder and managing partner of FocalPoint Partners, a middle market investment bank headquartered in Los Angeles, with branch offices in Chicago, New York, and Shanghai. Since its inception in 2002, FocalPoint has grown to become one of the largest investment banks in the Los Angeles area, with over 60 professionals who deliver a diversified suite of advisory services to clients, including mergers and acquisitions, debt placements, and financial restructurings. FocalPoint has closed more than 32 deals in the past 18 months with an aggregate transaction value of \$3.1 billion, including many notable transactions in the private equity market. Radia has approximately 24 years of investment banking experience advising owners and stakeholders of middle-market companies (typically those with revenues of \$75 to \$500 million) on mergers and acquisitions, debt and equity recapitalizations and financial restructurings.



Duff & Phelps, A Kroll Business, congratulates Anthony Berkus and Todd Kaltman on being recognized as **Leaders of Influence: Private Equity Investors & Advisors** by the *Los Angeles Business Journal*



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For nearly 100 years, Duff & Phelps has helped clients make confident decisions in the areas of valuation, real estate, taxation and transfer pricing, disputes, M&A advisory and other corporate transactions. For more information, visit www.duffandphelps.com.



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LEADERS OF INFLUENCE: PRIVATE EQUITY & INVESTORS

**STEPHEN ROSSI**

Managing Director and Head of Capital Markets
Palm Tree LLC

In 18 months, Steve Rossi designed and launched Palm Tree's investment banking practice leveraging his 20 years of honed insights about what's deemed an essential advisory service to an investor or company given his background as a lender, investor and operator. In 2020 alone, his efforts were integral in Palm Tree's success having advised over 24 clients on transactions worth close to \$700 million on the buy and sell side all the while building out coverage in Chicago. Rossi further designed and marketed a service that guided clients seeking main street loans access to that federal loan program. Looking ahead to 2022, he is launching an outsourced capital markets function that will further expand how Palm Tree integrates with clients to help them prepare for, respond to, and execute on strategic events. His vision and contributions to the private equity community are of great value and deserve recognition.

**MARK SAMPSON**

Co-Founder and Managing Partner
Pacific Growth Investors, LLC

Mark Sampson has over 30 years of experience in the private equity and banking industry, mostly focused in the middle market and lower middle market and in large part in Los Angeles. Sampson started his career in banking which culminated in managing a west coast credit product portfolio on behalf of Credit Suisse. Sampson has been a private equity investor for the past 20+ years, having been a founder of both Vintage Capital Partners and recently Pacific Growth Investors. During this time, Sampson has completed over 20 investments, has sat on over 10 corporate boards, majority of which were based in Southern California. During his career, he has been involved in the financing of over \$1.0 billion of capital. In 2017 Sampson co-founded Pacific Growth Investors, focusing on the lower middle market, which currently has investments in four middle market companies, three of which are located in Southern California.

**MARTY SARAFI**

Managing Partner
Century Park Capital Partners

Marty Sarafa is one of the founders of Century Park Capital Partners and has been with the firm since its formation in 2000. He is responsible for sourcing, closing, and managing investments structured as leveraged recapitalizations, later stage growth capital, and leveraged buyouts. He is a member of the firm's Investment Committee and currently sits on the boards of Accelalpha and MCCi. During his time with Century Park Capital Partners, Sarafa has overseen the completion of 68 acquisitions, including 22 platform acquisitions and 46 add-on acquisitions. In 2020, Sarafa completed the acquisition of a new platform, Accelalpha, a technology consulting firm focused on the implementation of Oracle products both in the cloud and on premise. Since then, Sarafa has led two add-ons for Accelalpha, including Prolog Partners, a logistics IT consulting services firm, and Key Performance Ideas, a leader in the implementation and management of Oracle Enterprise Performance Management solutions.

**PATRICK SHIM**

Managing Director & Chief Investment Officer
1927 Capital Management, LLC

Patrick Y. Shim is a managing director of 1927 Capital Management, LLC, a family office in partnership with the Galleano family, a multi-generation wine-making family based in Southern California. The firm invests directly in private equity, venture capital, real estate, and other investment strategies through leading investment managers. Previously, Shim was a managing director of investments at Mirae Asset Securities & Investments (USA), where he focused on a wide range of private equity and real estate investments, as well as the firm's strategic investment opportunities. Shim previously served on the board of directors of Foothill Family Service, a non-profit organization based in Pasadena, and currently serves as a Commissioner of the Planning Commission for the city of Upland, as well as a Committee Member of the city's Airport Land Use Committee. Additionally, Shim is an active member of The California Club, where he serves on its Advancement Committee.

**Congratulations to Aaron Solganick, CEO
Recognized as one of Los Angeles Business Journal's
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LEADERS OF INFLUENCE: PRIVATE EQUITY & INVESTORS



AARON SOLGANICK
CEO
Solganick & Company

Aaron Solganick focuses on middle-market software and technology-enabled services M&A transactions, which requires a very specific skill set not just of the nuanced M&A process but navigating complex technology matters as well. He has a real presence as a leader in the Los Angeles deal community with the ability to execute and close transactions and a reputation as an elite-level advisor to both strategic and private equity clients. He has carved out a reputation for working on complex domestic and international M&A transactions that help clients acquire or sell next-generation and fast-growing technology companies. Solganick oversees not only his own book of business but also manages a number of professionals and office staff. He is a natural leader and a respected deal professional and is thought of in high regard among the private equity ecosystem in Los Angeles.



ALEX SOLTANI
Founder, Chairman & CEO
Skyview Capital, LLC

Alex Soltani founded Skyview Capital in 2005 and is chairman of the firm's executive and investment committees. He is a serial entrepreneur and started his first business when still a student at UCLA. Soltani brings extensive operational experience to his work in private equity. His strong business acumen and prescient investment instincts have led to successful acquisitions across a number of different industries. Soltani is actively involved with every aspect of the transaction life cycle and plays a significant role in all of Skyview Capital's investments. Soltani also serves as chairman of the board of directors for all current Skyview Capital portfolio companies. In addition, he has served as chairman of the board of directors of Sourceone Wireless Group, and Collins Enterprise Solutions. Soltani also has served as a member of the board of directors of Fastech Integrated Solutions, PAS Technologies, TRM Copy Centers, and Amvest Financial Group.



GEORGE SWAIN
Founder & CEO
George Swain Investments

George Swain is the founder and CEO of George Swain Investments. GSI is an independent global investment bank that assists small and middle-market companies in completing special situation transactions. Swain oversees all investments, investor relations, and operations at GSI. He is a seasoned investment banker with more than 25 years' experience and has advised on more than \$800 million of transactions. Throughout his career, Swain has leveraged his deep industry knowledge to take a strategic approach to dealmaking rather than chase transactions. The best compliment people say is that he is a visionary strategist. He has a broad range of experience in mergers and acquisitions, debt and equity financing and strategic partnerships. He and the team at GSI believe that greater diversity of investment vehicles and intermediary financial institutions can be developed to bridge the gap between money centers and the full spectrum of entrepreneurs seeking capital.



ANIL TAMMINEEDI
Principal
Angeleno Group

Anil Tammineedi is a principal with Angeleno Group, a pioneer in providing growth capital for next generation clean energy and climate solutions companies. Since 2008, Tammineedi has been a member of the investment team and serves on the Angeleno Group Investment Committee. He leads investments across several sectors including sustainable mobility, energy storage, resource efficiency and smart infrastructure. Tammineedi is actively involved on the boards of several Angeleno Group portfolio companies including Stem, Critigen, Patriot Environmental Services and mPrest. Tammineedi has had many successes in identifying investments and creating value for its limited partners, including most recently driving a significant transaction for its portfolio company Stem, Inc., a global leader in artificial intelligence (AI)-driven clean energy storage.

Avant Advisory Group

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Avant is a Christian-based firm. We serve God and our clients with the highest honor and integrity.

LEADERS OF INFLUENCE: PRIVATE EQUITY & INVESTORS

**JEFF WHITE**

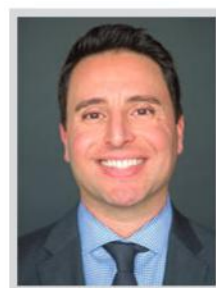
Partner & SVP
Skyview Capital, LLC

Jeff White has been actively involved with all M&A efforts at Skyview Capital since its inception. He brings decades of experience that encompass private equity, investment banking and executive management. White has held critical positions at many distinguished firms, such as Merrill Lynch and Platinum Equity Holdings. White established and continues to successfully head up Skyview Capital's business development team. He is responsible for driving growth through acquisitions by identifying, negotiating and assessing all transaction opportunities within the M&A and business development team. White is also a member of the firm's investment committee. Recently, White expanded his role to working more closely with the firm's founder to spearhead the firm's global M&A, strategic alliance and corporate development strategy. In addition to his responsibilities at Skyview Capital, White was the US Chair of the G8 Young Summit, and he served on the membership committee of Milken Institute Young Leaders Circle for six years.

**GUY ZACZEPINSKI**

Managing Partner
Century Park Capital Partners

Guy Zaczepinski has been with Century Park Capital Partners since 2005. He is responsible for sourcing, evaluating and structuring growth equity and buyout transactions, as well as monitoring portfolio company investments. Zaczepinski currently sits on the boards of CJ Pony Parts, Covercraft Industries, MCCi, Accelalpha, and Dominion Youth Services. Zaczepinski is a specialist in the auto aftermarket industry. In April 2021, he led Century Park's recapitalization of CJ Pony Parts, the market leader in the classic Mustang e-commerce space. Zaczepinski has also led five add-on acquisitions for Covercraft Industries, a Century Park portfolio company, and a market leading player in the custom automotive accessory market, providing premium quality exterior and interior protection products for automotive enthusiasts. Zaczepinski believes in a flexible and supportive approach in managing the firm's holdings, providing value-added experience and thoughtful insights into guiding high growth businesses.

**JONATHAN ZUCKER**

Managing Director and Head of the
Capital Markets Group
Intrepid Investment Bankers

Jonathan Zucker is a managing director and head of the Capital Markets Group at Intrepid Investment Bankers. He joined Intrepid in 2014 to establish and lead Intrepid's Capital Markets Group. With Intrepid, Zucker has advised on debt and equity capital raises for businesses across diverse industries. Since forming the Capital Markets Group, Zucker has established trusting relationships with numerous clients who have returned to Intrepid for sell-side engagements after successful capital raises. For example, American Logistics Company (ALC) originally hired Zucker to complete a dividend recapitalization transaction in 2018 and subsequently tapped Intrepid for the sale of its student transportation division in 2020. Zucker advised another repeat client, Artisan Vehicles, through three capital raises before ultimately selling the business to Sandvik, the Swedish powerhouse. In addition to his transaction advisory activity, Zucker is a well-known and respected voice in the deal community.



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LEADERS OF INFLUENCE: ADVISORS



DAN CLIVNER
Managing Partner
 Sidley Austin LLP

Dan Clivner is co-leader of Sidley Austin’s 330-lawyer global M&A and private equity (PE) practice; managing partner of its Greater Los Angeles offices – where he heads the Corporate department – and a member of the firm’s Executive Committee. As a leader, he holds the distinction of the opening of the Century City office for two firms and for the building of a global practice that rose from 40th place to 6th place between 2016 and 2020. While leading one of the most prolific M&A and PE practices in the country, he continues to handle some of the firm’s most high-profile transactional matters for clients and dedicates time for the LGBTQ community and the firm’s diversity and inclusion initiatives. Clivner has extensive experience working on matters related to private equity, M&A and corporate governance, and advises executives, boards, management, special committees and investment banking firms on domestic and international corporate transactions.



ANTHONY CONSOLI
Managing Partner
 Massumi + Consoli LLP

Anthony Consoli is a managing partner of Massumi + Consoli LLP in Los Angeles, where he represents private funds and other financial institutions, along with their portfolio companies, in structuring and negotiating complex private equity and M&A transactions in the middle market. At the foundation of Consoli’s practice is a commitment to dealmaking through a focus on the highest standards of excellence, aligning incentives between MCLLP and its clients and endeavoring to provide elegant and commercial solutions to nuanced challenges. Consoli co-founded Massumi + Consoli LLP over six years ago after spinning out of Kirkland & Ellis LLP. Consoli has since overseen the firm’s aggressive growth as it has evolved into one of the largest private equity M&A practices on the West Coast. The firm counts among its impressive client roster some of the most discerning investors in the country.



JIM DAVIDSON
Managing Director & President
 Avant Advisory Group

James F. Davidson is managing director, president, and founder of Avant Advisory Group, a management consulting and operationally focused financial advisory firm that specializes in middle-market M&A, forensic, fraud, corporate investigations, operational turnarounds and financial restructurings. Davidson and Avant Advisory Group provide M&A transaction support and have performed hundreds of buy-side and sell-side diligence engagements that include financial / quality of earnings and operations for companies ranging from distressed to multi-billion-dollar firms. He and his firm have been engaged by both counsel and buyers/investors to investigate and opine on numerous forensic and fraud examinations, including post-acquisition issues and disputes. Davidson integrates experience from private industry, public accounting, auditing and consulting. His specialties include mergers and acquisitions, distressed and special situations that comprise insolvency, bankruptcy, financial restructurings, and operational turnarounds.



SUZIE DORAN
Partner
 SingerLewak

Suzie Doran is a distinguished individual with the ability to apply an outside the box business approach. She has helped some of the largest private companies and emerging entrepreneurial clients seize value and opportunity for their respective companies. She has a fundamental commitment and desire for the success of her clients’ business goals. She analyzes businesses through a very wide lens with the premise that there’s always so much more below the surface. With this wide lens approach, she has helped numerous clients achieve goals they did not see themselves at first. She has helped clients prepare, pivot, scale and create value for their companies and ready themselves for scalability and exponential growth. In the course of her career, and particularly in the past two years, Doran has advised some of the most prevalent entrepreneurial companies in Los Angeles on a sale, acquisition or merger.

RUSS AUGUST & KABAT



CONGRATULATIONS

Russ August & Kabat proudly congratulates our partner and colleague,

CHRISTINE SHIN

on being named among the

2021 LEADERS OF INFLUENCE: Private Equity, Investors & Advisors

Russ August & Kabat provides sophisticated, creative, and business-focused intellectual property, mergers & acquisitions, real property transaction and litigation counsel to our clients.

LEADERS OF INFLUENCE: ADVISORS

**DAMON FISHER**

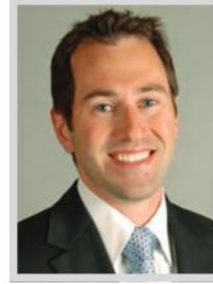
Partner
Kirkland & Ellis LLP

Damon Fisher serves as the chair of Kirkland's Los Angeles Office Operations Committee where he leads more than 300 attorneys and business professionals. During the past year, he has served as a resilient leader helping the office to pivot, thrive and retain its character in the midst of COVID-19. In February 2020, just one month before the citywide shut down mandate, Kirkland opened two new offices in Los Angeles. The firm, which had been a staple downtown for 25 years, opened a second location in Century City. In addition to helping to lead the office's virtual transformation, Fisher continued to advise private equity firms navigating the economic fallout from the pandemic. His practice focuses on mergers and acquisitions, leveraged buyouts and equity financings for private equity sponsors and their portfolio companies in a wide variety of industries.

**MEHDI KHODADAD**

Partner
Sidley Austin LLP

Few peers can match Mehdi Khodadad in the variety, financial creativity, and sheer output of the deals he orchestrates. He is "consigliere" and primary deal counsel to Clearlake Capital Group, which calls Mehdi first for the majority of its transactions. Clearlake's \$3 billion take-private acquisition of Endurance International Group, Inc. in combination with the concurrent acquisition of Web.com from Siris Capital Group, LLC illustrates Khodadad's extraordinary track record for advising clients on complicated deals. Competing with multiple bidders who had been negotiating with Endurance for months, Khodadad had 72 hours to lead a 20-lawyer Sidley team in structuring and executing the Clearlake bid and transaction and then executing on the acquisition of Web.com and concurrent spin-off of Endurance's Constant Contact business to line up with the closing of the Endurance transaction.

**ARI LANIN**

Co-Chair, Private Equity Practice Group
Gibson, Dunn & Crutcher LLP

Ari Lanin advises companies, private equity firms and investment banks in public and private merger transactions, sales of stock and assets, and joint ventures. He is co-chair of Gibson Dunn's Private Equity Practice Group. Lanin has handled long-term investments and acquisitions for Katzenberg's WndrCo since its 2017 formation and advised The Chernin Group on its sale of Otter Media Holdings to AT&T Inc. in a deal worth a reported \$1 billion. Lanin also counsels some of the most well-known private equity firms in LA on their complex transactions. Lanin's recent deals include a number of acquisitions, growth investments and sales for Aurora Capital Partners and Platinum Equity.

**JONATHAN LITRELL**

Managing Partner
Raines Feldman LLP

Jonathan D. Littrell is the managing partner of Raines Feldman LLP. Littrell has significant transactional experience in a broad range of corporate, private equity, venture capital and securities disciplines. His practice includes the representation of public and private entities, fund sponsors, family offices and asset management firms in all aspects of corporate governance and finance including structuring and restructuring, mergers and acquisitions, equity financings, fund formation, joint ventures, private placements and go public transactions. Littrell's recent accomplishments in the M&A space include serving as lead counsel for a roll-up and go public transaction involving two private equity funds that generated a market cap of \$1.65 billion for the client. He also represented a Colorado medical company in a \$300 million reverse merger with a \$700 million acquiring entity and concurrent funding resulting in a \$1 billion enterprise valuation.

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RICK MADDEN
Partner
Kirkland & Ellis LLP

Rick Madden is a leading authority on private equity mergers and acquisitions. Based in Kirkland's Los Angeles office, Madden maintains a diverse corporate practice, focusing on mergers and acquisitions, out-of-court restructurings and securities offerings and advises clients with respect to corporate governance and SEC-reporting requirements. Madden's expertise lies in the breadth and depth of his experience representing sophisticated private equity investors across nearly all industries and sectors. His experience advising leading private equity firms, including long-time client TPG Capital, on the full lifecycle of transactions allows him to navigate client risks and act as a key business and strategic advisor. Since the onset of COVID-19, Madden has worked with a number of clients to address liquidity needs for their portfolio companies, as well as to make impactful investments in businesses in need of capital injection.



PETER MASSUMI
Managing Partner, Co-Founder
Massumi + Consoli LLP

Peter Massumi is a private equity attorney who is a consummate professional with deep private equity experience and technical expertise, impressive ability to understand and deliver on clients' needs, and a commitment to a thoughtful deal-making practice. Identifying a clear need in the market to present a better solution to private equity sponsors for middle market M&A counsel, Massumi and his co-founder, Tony Consoli, spun out of Kirkland & Ellis in 2015 to start what they set out to become the preeminent law firm specializing in private equity / M&A. The firm's mission has been to deliver the premier level of private equity / M&A counsel within a framework radically different than, and with service superior to, the entrenched big firm model. Massumi has built a force to be reckoned with – it is now one of the largest dedicated private equity / M&A practices on the West Coast.



ANANT PATEL
Partner, Advisory Services and TAS Practice Leader
GHJ

Anant Patel, CPA, has over 25 years of public accounting experience, leads both GHJ's Advisory Services Practice and Transaction Advisory Services Practice and is a member of the Executive Committee for GHJ. On an international level, Patel is also the global chair of the HLB's (the world-wide accounting network GHJ is a member of) Transaction Advisory Group. He advises clients in the area of mergers and acquisitions and provides financial due diligence consulting such as quality of earnings, working capital analysis, EBITDA analysis and projections and deal structuring. As a previous owner and manager of a number of family-owned retail businesses, Patel possesses a high business acumen. His entrepreneurial inquisitive mindset challenges the ways clients think about problems and the strategic direction of their business. Patel's approach to advisory appeals to the firm's high-profile clients, especially in the private equity field.



TREVOR SALIBA
Managing Partner, Global Head of Private Equity,
M&A and Strategy
NMS Consulting, Inc.

Trevor Saliba is the founding managing partner of NMS Consulting, a global management consulting and strategic advisory firm based in the firm's Beverly Hills office where he serves a global client base. At NMS Consulting, Saliba currently leads a global team of over 250 professionals across 15 offices throughout the United States, Europe, Middle East and Asia. Saliba is an alumnus of Columbia Business School. He is the former past president of the Los Angeles/Orange County Chapter for the Global Association of Risk Professionals. Most recently, Saliba has served as the key principal advisor to number of mergers and acquisition transactions in the financial services, fintech and infrastructure sectors with latter comprising the establishing of a dedicated fund focused on real estate and infrastructure in the United States, Europe and Asia.

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Adam Feit
Managing Director,
Head of Financial Sponsors,
Healthcare, and Life Sciences



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LEADERS OF INFLUENCE: ADVISORS

**CHRISTINE SHIN**

Partner/ Co-Chair of Corporate Group
Russ August & Kabat

Christine Shin is a M&A attorney and co-chair of the Corporate Group at Russ, August & Kabat. After graduating Wellsley College and Yale Law School with honors, Shin started her career at Linklaters in Hong Kong and focused her early years as an attorney on advising large private equity firms such as Carlyle, KKR and Blackstone on their investments in Asia. She has built hands-on experience in working together with companies based in India, Russia, South Korea, China, Mongolia, Australia, Taiwan, Singapore, Japan, Philippines, Indonesia and Jakarta and continues to advise clients on both international and domestic transactions within her current practice. In 2018, Shin sought out to build a sophisticated M&A practice that caters to the middle market M&A community in Los Angeles. She has successfully achieved this goal and has represented various private equity clients including The Yucaipa Companies, GEM Group and Transom Capital Group in their middle-market acquisitions.

**FABIO SIMI**

Senior Vice President, Private Equity and M&A
Services
Marsh

Fabio Simi is a senior vice president in the Private Equity and M&A practice of Marsh in Los Angeles. The practice provides private equity firms, corporations and the M&A advisory community with pre-acquisition risk due diligence, reps and warranties insurance, tax insurance, and transactional resources throughout the life cycle of an asset. Marsh's team acts as an external advisor to help manage a portion of the acquisition process to help identify potential risk elements of a deal, lower transaction costs, or help facilitate "stuck deals," where an insurance policy eases the concerns on both sides of a transaction. Prior to joining Marsh, Simi served as a managing director in the Institutional Equity Sales group at Cowen and Company and Lehman Brothers. His other experience includes serving as president at California Peptide Research, Inc. a chemical reagent manufacturing company.

**NATALIE TRONKINA**

Partner
CohnReznick

Natalie Tronkina started her professional career working as a controller for a family-owned manufacturing business. She later served as a senior associate in the Audit and Assurance Practice of McGladrey in Los Angeles, where she audited both public and private companies. She'd spent almost seven years at Duff & Phelps, where she served as director and took an active role in developing the West Coast transaction advisory practice. Leveraging this valuable wisdom and experience, Tronkina has spent the last seven years working for CohnReznick and is a partner and member of the firm's Transactional Advisory Services practice, in Los Angeles. In her role, Tronkina works closely with PE firms helping them evaluate and navigate portfolio company acquisitions. She has experience assisting client with engagements of various sizes and in multiple industries. Regardless of size or industry, she uncovers and identifies key matters for consideration and helps her clients negotiate accordingly.

**MARC WOLF**

Partner, Co-Leader - Financial Services
CohnReznick

Marc Wolf, CPA, is a Los Angeles private equity and financial services veteran with more than 40 years of experience providing strategic deal advisory, audit and tax consulting services to a broad range of financial sponsors including private equity, venture capital, real estate, hedge, fund of funds, private REITs, regulated investment companies, registered investment advisors and broker-dealers. Wolf is co-leader of CohnReznick's Financial Services Industry practice and known as a trusted advisor and accountant throughout the private equity ecosystem. He is rooted in the Los Angeles financial service and private equity industry. Throughout his career, he has developed a reputation for getting deeply involved with his clients and the broader private equity community. Whether advising private equity clients on an overall investment strategy or guiding them through an acquisition or an exit, Wolf leverages his industry knowledge and experience to help his clients achieve their vision.

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