

LEADERS OF INFLUENCE: LENDERS



REGARDLESS OF THE CURRENT ECONOMIC CONDITIONS OR WHETHER OR NOT WE ARE ALL NAVIGATING THROUGH A national pandemic, for business owners, one of the most important steps toward growth is access to capital.

As new businesses open, and as existing businesses look to take the next step, market share becomes the shared target. For those businesses who have successfully navigated their first four quarters or more, staying profitable can still be a challenge without a constant push to innovate and adapt.

Being the hotbed for creative and innovation-driven new businesses that Los Angeles is, it's no surprise that many of the country's foremost lending professionals live and work here. From an influx of nominations and suggestions, the Los Angeles Business Journal staff has selected some of the very best of them to be featured in this special Leaders of Influence supplement. We hope you read with interest the profiles of these outstanding financial stewards, along with some basic information about their careers, practice and some relevant recent projects they've been involved with.

Congratulations,

LEADERS OF INFLUENCE: LENDERS

Including our very own Brent Williams and Lindsay Dunn.



Brent Williams

Head of National Corporate
Banking
Regional Manager for Los Angeles
Metro Commercial Banking



Lindsay Dunn

Executive Vice President and
Head of Real Estate Banking



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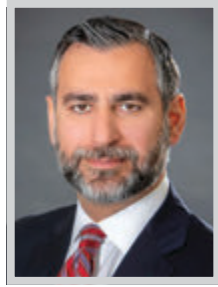


BITA ARDALAN

*Managing Director, Head of Commercial Banking
Union Bank*

Bita Ardalan is managing director and head of commercial banking for MUFG Union Bank. The Commercial Banking group is an origination and portfolio management unit serving middle-market companies with revenues of \$50 million - \$2 billion across a range of industries with credit and non-credit ancillary products. As the leader of a business with a 150+ year history on the West Coast, Ardalan sets its strategic vision and heads a high-caliber team. She oversees 160+ employees in 17 offices, and more than 200 support partners.

Ardalan's division is strategically designed to be lean and efficient, however she is closely aligned with many other divisions for which her team generates significant revenue, including Transaction Banking, Capital Markets, Intrepid Investment Bankers, Real Estate Industries, Asset-Based Finance, Syndications, FX, and Interest Rate Derivatives, Wealth Management & Private Banking, and Consumer Banking. She engages daily with these teams, helping to develop and drive growth strategies.

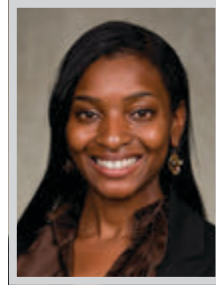


GREG BAGIRYAN

*Market President, Los Angeles Greater Area
Sunwest Bank*

Greg Bagiryan is a market president of the Los Angeles Greater Area at Sunwest Bank. He continues his focus on serving the middle market business community with a wide variety of financial products and services provided by Sunwest Bank. In the last 18 months, he has closed over 250 loans totaling over \$100 million with the bank.

Bagiryan has over 18 years of banking experience. Over the years, he worked on different companies and industries with needs for working capital financing, acquisitions & merger financing, dividend recapitalization, asset based lending, business term loans, merchant solutions, real estate loans and treasury management. Among his areas of focus are the e-commerce and food segments, given the number of companies he banked over the years in those arenas. Bagiryan has built a reputation for going above and beyond for his clients.



PERICA BELL

*Managing Director, Market Manager for Southern California, Community Development Finance
Union Bank*

Perica Bell's career has focused on financing and building successful real estate projects, providing value to external shareholders and creating attainable, affordable housing for low/moderate income residents. Today, within the Real Estate Industries Group at Union Bank, she oversees the administration of Community Development Finance activities throughout central and southern California, originating \$300+ million annually in debt and low-income housing tax credit equity for the bank's affordable housing developer relationships and leading community development investment activities in wholesale markets outside of California.

Bell collaborates with key stakeholders/leaders in the space to solve challenges around affordable housing production throughout California and capacity building for non-profit affordable housing developers. Over the past few years, she has deployed \$252 million in capital to build or preserve 1,300 affordable housing units throughout the County of Los Angeles.



GENE DUNFORD

*SVP, Sr. Managing Director, Corporate Banking
Umpqua Bank*

Gene Dunford is senior managing director of Umpqua Bank's Los Angeles Corporate Banking Division. He joined Umpqua Bank in 2016 to establish its new Corporate Banking Division in Los Angeles. A 25-year veteran of L.A.'s commercial banking scene, Dunford quickly assembled a seasoned team of corporate bankers with an average 25 years each of middle-market experience. He leads the bank's Los Angeles and Glendale commercial banking offices.

Dunford built a book of business that easily exceeded Umpqua's initial three-year lending goal. His rapid success in helping Umpqua establish a growing presence in L.A. has been a catalyst for the bank's continued commercial business growth across the region. Dunford's team currently manages approximately \$500 million in assets. Dunford focuses on cashflow and asset-based lending, including senior financing for working capital, plant and equipment acquisition, M&A, recapitalization, and private equity opportunities.

Applauding our leaders



Hans P. Getty

Senior Vice President

Regional Manager
Corporate & Commercial Banking
U.S. Bank



Omid Noori

Senior Vice President

Market Leader
Los Angeles and Orange County
U.S. Bank Private Wealth Management

Congratulations to Hans P. Getty and Omid Noori for being selected as **Leaders of influence: Lenders!** U.S. Bank proudly recognizes your outstanding leadership and contributions to our industry. You've built a culture of integrity and inclusivity that inspires us all.



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LEADERS OF INFLUENCE: LENDERS

**LINDSAY DUNN**

Executive Vice President and
Head of Real Estate Banking
City National Bank

Lindsay Dunn, newly promoted executive vice president and head of Real Estate Banking at City National Bank, provides a wide range of financial services to real estate developers and investors in the dynamic economies in which the bank operates. Dunn, now a member of the bank's executive committee, reports directly to president Richard A. Raffetto.

Dunn brings more than two decades of experience in real estate banking. Over the last 15 years, Dunn has held various leadership roles at City National, most recently serving as senior vice president and regional manager of Real Estate Banking, responsible for real estate lending, operations and business development in the greater Los Angeles area and in Santa Barbara and Ventura counties. Dunn is an outstanding leader who will continue to provide City National's superior banking experience to real estate developers and investors in communities across the country.

**BRANDON FERRERA**

Southern California Market Executive,
Middle Market Banking
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.

**HANS GETTY**

Senior Vice President
U.S. Bank

Hans Getty is a senior vice president and manages the Los Angeles Commercial Banking team, overseeing a team of highly experienced relationship managers who focus on delivering thoughtful banking solutions to middle-market companies. Getty's team includes relentless client advocates who each possess a strong desire to help companies achieve their strategic and financial goals. Getty encourages his team to go beyond numbers and spreadsheets, with an emphasis on understanding the entire picture of a company so the entire suite of U.S. Bank's resources can be delivered, as one U.S. Bank.

In just the first six weeks of 2021, Getty's team successfully arranged and syndicated a \$295 million financing to support a high-growth client in the food and beverage industry and supported a client in the aerospace and defense industry by committing as a joint lead arranger to an inaugural syndicated facility that was established to finance a transformative acquisition.

**VIVIAN LUM**

Mortgage Loan Originator
Caliber Home Loans

As a residential mortgage lender, Vivian Lum brings her unique, deep and diverse educational and professional background to each transaction. Lum takes into account each borrower's entire financial position and goals, often conferring with the borrower's financial advisor and CPA to do what is best for the borrower. She acts as a mortgage advisor to help create generational wealth for her clients.

Lum, a licensed attorney, had a burgeoning law practice handling real estate and other business matters, from which she then transitioned into forming a commercial real estate development company. Lum also is a licensed realtor. Having handled real estate transactions from all angles, from being a home buyer herself, to being a realtor on both the buy and sell sides to originating mortgages, she has the breathe of knowledge that each borrower would benefit from in their mortgage transaction.



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CONGRATULATIONS MATTHEW RECHNER

FOR BEING NAMED A
2021 LOS ANGELES BUSINESS JOURNAL
LEADER OF INFLUENCE IN LENDING

**MATTHEW K. RECHNER**

Banking Practice Leader
Los Angeles & Santa Barbara
Regions

Northern Trust
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 <p>Lead Arranger & Administrative Agent \$275,000,000 Senior Credit Facility</p> <p>Entertainment, Lodging & Leisure</p>	 <p>Joint Book-Running Manager* \$500,000,000 Senior Unsecured Notes Offering</p> <p>Energy, Power & Utilities</p>	 <p>Joint Bookrunner* \$3,320,000,000 Senior Secured Notes Offering</p> <p>Entertainment, Lodging & Leisure</p>	 <p>Active Bookrunner* \$450,000,000 Senior Unsecured Notes Offering</p> <p>National Commercial Real Estate</p>	 <p>Lead Arranger & Administrative Agent \$200,000,000 Senior Credit Facilities</p> <p>Renewable Energy</p>
 <p>Joint Bookrunner* \$6,000,000,000 Senior Secured Notes Offering</p> <p>Diversified Industries</p>	 <p>Bookrunner* \$982,100,000 Follow-On Offering</p> <p>Entertainment, Lodging & Leisure</p>	 <p>Active Bookrunner* \$1,250,000,000 Floating Rate Notes Offering</p> <p>Energy, Power & Utilities</p>	 <p>Planet Fitness Midwest Lead Arranger & Administrative Agent \$128,000,000 Senior Credit Facilities</p> <p>Consumer & Retail</p>	 <p>Joint Book-Running Manager* \$1,250,000,000 Senior Unsecured Notes Offering</p> <p>Energy, Power & Utilities</p>
 <p>Administrative Agent, Joint Lead Arranger & Joint Bookrunner \$90,000,000 Senior Secured Credit Facility</p> <p>Healthcare</p>	 <p>Joint Book-Running Manager* \$450,000,000 Senior Unsecured Notes Offering</p> <p>Healthcare</p>	 <p>Joint Book-Running Manager* \$1,200,000,000 Senior Unsecured Notes Offering</p> <p>Technology, Media & Telecom</p>	 <p>Joint Lead Arranger & Joint Bookrunner \$3,215,000,000 Senior Bridge Facility Joint Book-Running Manager* \$2,825,000,000 Senior Unsecured Notes</p> <p>Diversified Industries</p>	 <p>Joint Lead Arranger & Joint Bookrunner \$625,000,000 Senior Secured Bridge Facility Joint Book-Running Manager* \$625,000,000 Senior Secured Notes</p> <p>Consumer & Retail</p>
 <p>has been recapitalized by a Leading Private Equity Buyer</p> <p>M&A Advisory*</p> <p>Consumer & Retail</p>	 <p>has been acquired by NIPPON EXPRESS USA, INC.</p> <p>M&A Advisory*</p> <p>Industrials: Transportation & Logistics</p>	 <p>sold a 294 MW_{DC} utility-scale solar project to</p> <p>M&A Advisory*</p> <p>Renewable Energy</p>	 <p>has completed a recapitalization</p> <p>M&A Advisory*</p> <p>Tech-Enabled Business Services</p>	 <p>a portfolio company of WAVE CAPITAL</p> <p>has been acquired by Ridgemont</p> <p>M&A Advisory*</p> <p>Healthcare</p>

*Transaction completed by Fifth Third Securities.

Fifth Third Capital Markets is the marketing name under which Fifth Third Bank, National Association, and its subsidiary, Fifth Third Securities, Inc., provide certain securities and investment banking products and services. Fifth Third Capital Markets offers investment banking^{††}, debt capital markets[†], bond capital markets[†], equity capital markets^{††}, financial risk management[†], and fixed income sales and trading^{††}. Fifth Third Bank, National Association, provides access to investments and investment services through various subsidiaries, including Fifth Third Securities. Coker Capital Advisors is a division of Fifth Third Securities. Fifth Third Securities is the trade name used by Fifth Third Securities, Inc., member FINRA / SIPC, a registered broker-dealer and registered investment advisor registered with the U.S. Securities and Exchange Commission (SEC). Registration does not imply a certain level of skill or training.

Securities and investments offered through Fifth Third Securities, Inc.:

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[†]Services and activities offered through Fifth Third Bank, National Association.

^{††}Services and activities offered through Fifth Third Securities, Inc.

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Credit products are subject to credit approval and mutually acceptable documentation.

LEADERS OF INFLUENCE: LENDERS

**RADHIKA MEHRA**

Vice President & Commercial Banker
California Bank & Trust

Radhika Mehra joined California Bank & Trust in 2017 as a relationship manager and vice president, where she has successfully managed the role of a connector, orchestrator and navigator between the bank and the customers. Her forte is commercial real estate and business lending. In the last three years, she has served the Santa Clarita Valley by doing commercial real estate loans for big and small businesses while providing turnkey solutions for customers by catering to all their financial needs, both business and personal banking.

Mehra's mantra is to understand the customer's full financial picture, making recommendations best suited to their needs and helping them reach their financial goals. She joined the bank to open a new location. She has in a large part been responsible for building the balance sheet (both loans and deposits) to over \$44 million in less than three years.

**OMID NOORI**

SVP, Managing Director of
Private Wealth Management
U.S. Bank

Omid Noori is a senior vice president and managing director for the U.S. Bank Private Wealth Management team in the Greater Los Angeles area. Noori takes the time to understand his clients' unique needs and he directs teams of specialists and partners to provide services that help clients work toward their goals in areas such as Investment Management, Private Banking, Trust and Estate Services, and Wealth Planning.

Over the last 24 months, Noori has helped grow US Bank's Private Wealth practice in deposits, loans and assets under management by over \$300 million in each. He has grown his team from 6 in 2018 to now 16 advisors reporting to him across LA and Orange County. His partnerships, education, presence on the front lines, and passion for clients they serve are why his team has seen so much success.

**PAUL RAHIMIAN**

Founder and CEO
Parkview Financial

As CEO and founder of Parkview Financial, Paul Rahimian manages a national debt fund that provides construction financing to ground-up real estate development projects. Through the private fund, the firm provides short-term bridge and construction loans secured by first trust deeds to developers throughout the United States. Since launching the Fund in 2015, Parkview has successfully executed in excess of \$1.68 billion in financing for multifamily, retail, office, industrial and mixed-use projects.

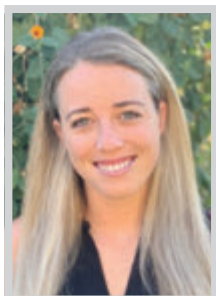
Rahimian founded Parkview Financial in early 2009 – during the height of the Great Financial Crisis – and has since originated hundreds of commercial and residential loans. He has been widely recognized as an industry pioneer as he was one of the first to offer complete integration of loan origination and servicing under one roof. In 2020, Parkview Financial had a record-breaking year, providing construction financing for 26 loans totaling more than \$600 million nationwide.

**MATT RECHNER**

Banking Practice Leader
Northern Trust

Matt Rechner is a senior vice president and Banking Practice leader for Northern Trust, Los Angeles with oversight for the region's lending and depositary business. He is responsible for advising high net worth individuals, families, their businesses, trusts, foundations and non-profit organizations from a capital advisory perspective. Prior to moving to Los Angeles, he led Northern Trust's banking practice in San Diego for four years. He has over 18 years of banking and wealth management experience.

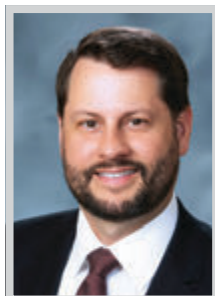
Before joining Northern Trust, Rechner worked for the real estate and commercial banking groups at City National Bank, where he was a senior relationship manager, managing a team of accomplished lenders. He began his banking career with American National Bank in Chicago. Following completion of the relationship manager-training program, he worked within the private, commercial and capital markets banking groups.

**KAITLIN SKOPEC**

Relationship Manager
BMO Harris Bank

Kaitlin Skopec is a relationship manager in BMO Harris's Commercial Bank - Los Angeles office. Given Skopec's broad industry expertise and vast network of local businesses and professionals, she has been an integral part in the opening and growth of BMO's California office.

Skopec demonstrates influential leadership by initiating and developing strong relationships with business owners and understanding how their businesses work, what their strategies are and how she can become part of that strategy as a direct relationship manager and banking partner. She has underwritten and managed portfolios of more than \$1 billion deposits and loans for middle market, privately owned, public, and private equity backed companies. With a diverse customer base, Skopec has experience in manufacturing, distribution, industrial services, food & beverage, professional services, engineering & construction, insurance brokerage, retail, software, and ESOPs.

**SPENCER SMITH**

Managing Director, Los Angeles Regional Market
President
Union Bank

Spencer Smith is a managing director and Los Angeles Regional Market president within the Commercial Banking group at Union Bank. The Commercial Banking group is an origination and portfolio management team serving middle market companies with revenues of \$50 million to \$2 billion across a range of industries offering credit and non-credit banking solutions. Smith is based out of the Los Angeles office and oversees a team of 10 employees. In this role, Smith leads the middle market strategy for the Los Angeles region, managing a team that provides high-touch, reliable financial solutions and banking services with specialized industry knowledge to middle market companies and financial sponsors.

In 2020, despite the challenging conditions initially presented by the work-from-home environment, Smith and his team grew their overall loan portfolio over 10% and added many new clients in the greater Los Angeles region.

**MATT SMITH**

Vice President
St. Cloud Capital

Matt Smith, vice president at St. Cloud Capital, is a former military officer who went back to business school, finished up during the great recession and found a role in lending. Ultimately he evolved to be one of the more remarkable structured finance professionals on the West Coast. Some of Smith's more visible deals include financing the acquisition of the Queen Mary. He has a great track record being a lender to the lower middle market private equity community.

Since joining St. Cloud in 2017, Smith has distinguished himself as a guide and mentor to small businesses. At St. Cloud, Smith is responsible for sourcing, execution, and portfolio monitoring functions. Recently, his sponsorship of a video game studio was realized by its merger with Sumo Group PLC, an AIM-listed company in the UK. He has become a full spectrum lender.

**BRENT WILLIAMS**

Senior Vice President and Head of National Corporate
Banking and Regional Manager for LA Metro
Commercial Banking
City National Bank

Brent Williams, longtime banker and head of City National Bank's Los Angeles Metro Commercial Banking team, recently helped create and now leads the bank's new National Corporate Banking division, which specializes in larger middle-market and mid-corporate-sized companies with revenues between \$500 million and \$5 billion. As part of this effort, Williams leads a newly formed Diversified Industrials & Services Banking unit, with bankers located in Los Angeles, New York City, Chicago, Atlanta and Dallas. He also oversees the bank's existing Food & Beverage Banking and Aerospace & Defense Banking units.

Williams and his team deliver customized financial solutions to midsized businesses in Los Angeles, San Fernando Valley, Ventura and Long Beach. Williams works closely with businesses, organizations and their teams to provide lending, banking and treasury management strategies to help solve their most complex financial needs.