

# VENTURE CAPITAL FIRMS

Rank Prev. Rank	Company •Address	Headquarters •Website •Email	Dollar amount invested in OC companies 2016 (millions)	Dollar amount invested in OC companies 2015 (millions)	Funds under management companywide (millions)	No. of deals in 2016	OC employees •yearly % change	Notable recent investments	Size of investments handled	Preferred funding stage(s)	Partial list of preferred industries	Top local official(s) •Title •Phone/fax
<b>1</b> (1)	<b>Toba Capital</b> Newport Beach	Newport Beach tobacapital.com hello@tobacapital.com	\$35	\$23	\$615	22	5 0%	would not disclose	\$500,000 to \$75 million	Early stage through Series B	Technology, consumer goods, healthcare, energy and other	Vinny Smith founder
<b>2</b> (3)	<b>Okapi Venture Capital</b> 1590 S. Coast Highway, Ste. 10 Laguna Beach 92651-3256	Laguna Beach okapivc.com averitt@okapivc.com	\$21.5	\$12.5	\$47	9	3 50%	Specright, CrowdStrike	\$100,000 to \$3 million	Seed, early	Technology, life sciences	Marc Averitt/Sharon Stevenson managing directors (949) 715-5557/(949) 715-5556
<b>3</b> (7)	<b>SAIL Capital Partners LLC</b> 3334 E. Coast Highway, Ste. 351 Corona del Mar 92625-2328	Corona del Mar sailcapital.com wschindler@sailcapital.com	\$20	\$0	\$250	1	3 0%	Confidential advisory assignments for global clients with assets under management of over \$700 million	\$1 million to \$50 million	Expansion, growth stages, strategic advisory assignments	Clean energy, water, energy efficiency, storage, agricultural technology, sustainable real estate, biotechnology	Walter L. Schindler founder/managing partner (949) 923-1629
<b>4</b> (8)	<b>Huntington Ventures</b> 2050 Main St., seventh floor Irvine 92614-8255	Irvine huntingtonventures.com info@huntingtonventures.com	\$1.1	\$0	\$35	1	2 0%	would not disclose	\$500,000 to \$1.7 million	Second round	Wireless, communications, Internet	Scott Burri general partner (949) 442-9990/(949) 442-9992
<b>5</b> (4)	<b>Miramar Venture Partners</b> 2101 E. Coast Highway, third floor Corona del Mar 92625-1900	Corona del Mar miramarvp.com satkinson@miramarvp.com	\$0.8	\$2.9	\$143	10	5 0%	AppLariat, Brilliant Home Technology Inc., Embrace.io, eRelevance Corp., Fama Technologies Inc., Scopely, Social Native, Zandyhealth, Breinify	\$250,000 to \$5 million	Seed, early stage	Internet, digital media, IoT, big data, artificial intelligence	Bruce Hallett managing director (949) 760-4450/(949) 760-4451
<b>6</b> (2)	<b>Lotus Innovations LLC</b> 5151 California Ave. Irvine 92617-3205	Irvine lotus-innovations.com ir@lotus-innovations.com	\$0	\$15	\$90	0	12 0%	Edge Technologies Inc., Commerx Corp.	would not disclose	Low to middle market companies in the post-revenue and growth stage	Telecommunications, enterprise software and services, including SaaS	Christian Mack managing director (949) 565-3002

**Note:** Companies with no OC investment in 2016 are ranked by funds under management companywide  
**Abbreviations:** NA: not applicable  
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Researched by Dana Truong



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## Top VC Firms Invest 47% More in Local Companies

43 OC Deals for \$78M Up  
From 30 for \$53M in 2015

By PETER J. BRENNAN

Venture capital firms based in Orange County increased their local investments 47% last year, led by **Toba Capital** and **Okapi Venture Capital**.

The six ranked firms made 43 deals totaling \$78.3 million, up from 30 deals for \$53.4 million in 2015.

■ No. 2, Okapi of Laguna Beach, invested in nine deals totaling \$21.5 million in 2016, compared with 11 deals for \$12.5 million in 2015.

Okapi has a \$47 million fund and typically invests from \$100,000 to \$3 million. It may soon close its third round of fundraising, said Managing Director **Marc Averitt**, who is co-founder along with **Sharon Stevenson**.

### OC Advantages

Among Okapi's recent successes are **Connectifier**, a Costa Mesa-based recruiting firm using artificial intelligence that was acquired last year by **LinkedIn Corp.**, and **CrowdStrike Inc.**, an Irvine-based cybersecurity firm that recently raised \$100 million for a valuation topping \$1 billion.

"Orange County is starting to make a name



2101 E. Coast Hwy.: Corona del Mar headquarters of Miramar Venture Partners, No. 5

for itself in enterprise software," Averitt said. "You're starting to see companies from San Diego, Los Angeles and even the Bay Area move to Orange County."

One key reason is that Orange County is about 30% to 45% cheaper than the Bay Area in areas like payroll and housing for employees.

■ Newport Beach-based Toba Capital, OC's other big dealmaker last year, closed 22 deals totaling \$35 million, up from six for \$23 million the year before.

**Vinny Smith** created Toba in 2012 after selling Quest Software in Aliso Viejo to computer maker **Dell Inc.** for \$2.8 billion. Smith received about \$800 million in the sale.

Toba makes seed- and late-round investments in software companies. Its OC investments include Irvine-based **Alteryx Inc.**, a data analytics software company that went public in March and now has a market capitalization of \$1.1 billion.

The Alteryx investment is one of 45 active software companies in Toba's portfolio, which also includes Newport Beach-based virtual reality content maker **NextVR**; security software maker **SecureAuth Corp.** in Irvine; and Costa Mesa-based business website and social media services provider **MoPro**. In the past year, it invested in companies that include San Juan Capistrano-based **Cirro**, which provides internet-based security products.

Ranked VC firms reported managing \$1.18 billion, up 19% from \$995 million in 2015. The biggest reasons were Toba's 30% jump to \$615 million and Irvine-based **Lotus Innovations LLC's** doubling of funds to \$90 million (more on Toba in Technology column, page 49).

### Industry Shifts

Notable changes on the list include:

■ **Lotus' lack of OC deals** after investing about \$15 million in 2015. Managing Director **Christian Mack** founded the firm in 2013 when it launched its inaugural fund of \$10 million.

Lotus prefers to invest in early-stage communications software companies and provides back-office services, such as marketing, legal, IT systems and office administrators, to portfolio companies.

■ **Miramar Venture Partners** in Corona del Mar made \$750,000 worth of investments, down 74% from \$2.9 million. The firm manages \$143 million and invests in digital media and cloud computing companies.

■ **MedFocus Family of Funds** in Irvine dropped off the list, saying it wasn't active in Orange County, with only two deals for under \$1 million. The firm makes early-round investments in medical device makers and made \$2.1 million in eight local investments in 2015.

■ **Sail Capital Partners LLC** in Newport Beach jumped back into the local market, reporting a \$20 million investment. A phone message left for company founder **Walter Schindler** wasn't immediately returned.

The firm invests between \$1 million and \$50 million in companies in the clean-energy, water, energy efficiency, storage and agricultural technology sectors. ■