INFLUENTIAL FAMILY-OWNED BUSINESSES IN LOS ANGELES

OCTOBER 29, 2018
ABYSON

Since getting its start with patriarch Abby Rafat in 1989, the Rafat's furniture manufacturing company, Abbyson, has been dedicated to family. For Abby, learning the retail side of the business involved traveling the world to understand more about design and culture. By 2003, his three sons, Yarav, Doudly and Rold, began learning the business, eventually working their way up to hold positions as Abbyson's president and CEO, executive vice president; and senior vice president of sales, respectively.

Since its start, Abbyson has experienced tremendous growth and was named as one of the DCG’s “America’s Fastest Growing Companies” every year from 2008 to 2012, showing 2,142 percent growth over that period. Abbyson has earned several prestigious awards such as the 2017 Andy Award winner for Best Las Vegas Showroom as well as Top Vendor awards with its Top 100 Retail partners, and has also been previously honored by the Los Angeles Business Journal as one of the fastest growing private companies.

AMS FULFILLMENT

Advantage Media Services, Inc. (AMS) is a full-service order fulfillment company operating as a third-party resource for order management, warehouse management and fulfillment services. AMS Fulfillment sets itself apart from others in the fulfillment industry with proactive support that strives to make its clients successful and years of experience to guide their decisions. AMS supports a variety of businesses and program types, with a core service of providing both business-to-consumer and business-to-business fulfillment for an array of branded consumer products.

The AMS team is a cohesive group of professionals with many decades of order fulfillment experience in both B2B and direct-to-consumer operations. The business relies upon an advanced Technology Platform and proven operating methodologies to function as a proficient partner for the clients served. AMS’s formula is simple – “give the client your thought, energy and effort as if it were your own business, because when the client succeeds, we succeed!”

BURKE WILLIAMS DAY SPAS

Bill and Theresa created the concept of the urban day spa to provide quality, safe services to patrons with all the luxury of a European style destination spa without having to pack a travel bag. Burke Williams created the original urban day spa in 1984, elevating the spa experience to a new art form. Drawing inspiration from world-class European day spas, Burke Williams Day Spas combine the finest traditions with nourishing innovations to transport you from the stress of everyday life. Burke Williams Day Spas are sanctuaries, places of wellness and beauty, inspiration and optimism. Burke Williams’ dedicated, professional therapists will treat guests to the ultimate in relaxation and renewal.

AMPA PARKS MECHANICAL (LARGE COMPANY)

AMPA Parks Mechanical started in 1978 with just a father, a son and a pickup truck heading to their first plumbing construction project. Since then, the company has grown to over 1,000 employees with jobs all over California. Annual revenues consistently exceed $150 million. It’s hard for some of the Parks family to believe, but seemingly in the blink of an eye, the company has seen success across four decades and is currently celebrating its 40th year anniversary. Since it was founded, AMPA Parks Mechanical has completed over 51 billion of work to date. That young son who started the company with his father, Charles ‘Buddy’ Parks, is now the CEO and is currently running the company alongside his three brothers.

Today, AMPA is involved in every facet of the plumbing construction business, from design to finish. It boasts a large design and engineering department, prefabrication center, and its own logistics fleet. There is a concentration of skill building and training developed and taught by the company’s many plumbing experts and a full-time instructor. Safety is a priority — so much so, that it has its own department and full-time staff. AMPA is now the largest multifamily plumbing contractor in California and is ranked in the top 10 among plumbing contractors in the US by Contractor Magazine.

Through good economic times and bad, AMPA has continued to prosper and grow the business while advancing state of the art design and functionality within the ever-changing world of plumbing & mechanical contracting.

The company is dedicated to providing its valued customers the highest level of technology and innovation while remaining eco-conscious and offering sustainable solutions for the future. More importantly, AMPA has an unwavering commitment to education and training within its industry. As a business leader in California, AMPA is proud to raise the visibility of its field and endeavors to create skill and ingenuity within the talented employees who will advance the AMPA organization into the next generation.

GALPIN MOTORs

Galpin Motors was founded in 1946. Bert Boeckmann started as a salesman in 1953 and quickly worked his way up to eventually buying Galpin. Under his leadership, Galpin Ford grew to become the World’s #1 selling Ford Dealer for a record 28 years in a row. Galpin Mazda has also achieved the status as the largest Mazda Dealer in the United States and every Galpin Dealership is ranked top 10 nationally.

Bert Boeckmann has been honored with every award offered by the manufacturers he represents including being inducted into Ford’s Hall of Fame. As for community involvement, the Boeckmann family has supported thousands of organizations locally and abroad. Bert has been awarded countless awards for his dedication to serving the community including the Ford’s’ award, Time Magazine Dealer of the year and countless others. As for Galpin Motors, Boeckmann has made it a true family business, with his wife, sons, brother, grandson, and granddaughter all playing important roles at the company.

GOTHIC LANDSCAPE

Gothic is a family-owned and operated company founded by Louis and Judy Georgy. The name “Gothic” is derived from the street in the San Fernando Valley where the Georgy family lived when the company was started in 1948. Gothic now operates full-service commercial landscape operations in 13 locations throughout California, Arizona, Nevada, and Utah. The company is recognized as the largest landscape company in the Western United States and the largest privately-owned family-held landscape company in the nation. The company has over 2000 full-time employees and generates over $200 million in annual revenue.

The genesis of this miracle growth story lies in Gothic’s goal of being “the family you trust,” and indeed the largest public development companies and property managers in the nation trust their landscape needs to Gothic Landscape more than any other family-owned contractor. Gothic’s employees are inspired by their mission of “creating long-term relationships, through team members committed to a culture of extraordinary service.”

NOTABLE FAMILY-OWNED BUSINESS

DECRON PROPERTIES

Founded by Holocaust survivor Jack Nagel in 1945, Decron Properties has grown into one of the largest privately owned real estate firms in California. In 2017, the company posted revenues of $190 million, thanks to a portfolio that includes approximately 7,000 apartment units and 1.5 million square feet of office and retail centers throughout California. After initially focusing on construction of single family homes, in his first year as CEO in 1988, David Nagel changed the company’s focus, aggressively expanding the company’s portfolio by inverting in more than 20 multifamily, retail, and office buildings. The majority of residential and retail projects developed by Decron in the 1970s and 1980s are still owned and managed by the company. From ground up development to value-add/rehab to asset repositioning, Decron’s investment and business strategy is deeply anchored in value creation. Decron continues to drive its business forward through a keen understanding of its core market, allowing the company to move swiftly when opportunities arise.
It’s not about being on every corner. It’s about always being in yours.

When running a family business, it’s easy to get wrapped up in the day-to-day details. Which can mean you neglect vital financing needs, operational demands, and planning for a transition to the next generation.

Let us help with all your family business matters. Call or visit us online today.
LOTUS COMMUNICATIONS CORP.

Lotus Communications Corp. was founded by Howard A. Kalmenson with the purchase of KKKW, one of Los Angeles’ original heritage Spanish Language stations. Howard was awarded the Medallas de Cortez Lifetime Achievement Award from Radio Ink honoring his long record of dedication and commitment to Spanish-language radio.

INFLUENTIAL FAMILY-OWNED BUSINESSES

NOTABLE FAMILY-OWNED BUSINESS

CACIQUE (LARGE COMPANY)

In October 1971, Jamie and Gilbert de Carstens immigrated to the U.S. from Cuba. Chasing the American dream, Gilbert worked odd jobs to support his family until he found his opportunity while shopping in a small family grocery. They were sampling the grocer’s Queso Fresco and, after just one bite, Gilbert knew he could do better. With only $1,500 in his pocket and a big leap of faith, Gilbert began producing his own Queso Fresco and, in 1973, Cacique was born. Gilbert and his son, Gil, started selling cheese door to door in downtown Los Angeles. For 16 months, Gilbert did this with just the support of his wife and children before finally hiring his first employee.

In 1973, Cacique opened its first plant in Lakewood. Over the next few years, the plant moved to several locations in Southern California, until ultimately ending up in the City of Industry in 1985. As the company grew, Cacique continued to invest in technology, including pioneering vacuum seal packages that first allowed the brand to boost a shelf life of 30 to 42 days longer than that of its competitors. To this day, Cacique’s fresh cheese continues to have the longest shelf life on the market.

In 2016, Cacique’s headquarters moved to Monrovia, which is in close proximity to the plant. Today, Cacique products are distributed to over 25,000 retailers across the U.S. and Cacique is the leading brand in the Mexican-style cheese, cream and sausage category. Cacique is among the largest and most recognized Hispanic food brands in the U.S. market with strong distribution from Boston to Los Angeles, and all points in between. Through it all, the Cacique team maintains its dedication to the company’s values set by the original founders: Family, Integrity, Quality and Authenticity.

INTER-CON SECURITY SYSTEMS, INC.

Inter-Con Security Systems, Inc. was founded by retired LAPD Officer Hank Hernandez in 1973 with the express purpose of providing security services to clients whose thrust profiles exceeded the capabilities of traditional guarding companies. Since then, Inter-Con has distinguished itself by consistently delivering comprehensive, yet cost-effective solutions to an expansive client portfolio located in over 20 countries on 5 continents. Additionally, in an industry dominated by private equity and institutionally-run competitors, Inter-Con proudly remains a 100% Family and Minority-owned Business; a rarity in its financial independence and operational stability.

Under the guidance of Hank’s son and current Inter-Con CEO, Rick Hernandez, Inter-Con has grown into one of the world’s largest security companies, with over 25,000 employees. Inter-Con is now transitioning to its 3rd generation of Hernandez leadership with Henry Hernandez (B.A. and J.D. from Harvard College and Harvard Law School) taking the helm as President.

LEWIS GROUP OF COMPANIES

As the Lewis Group of Companies begins its 60th year, many long-tenured employees under the direction of a second and third generation management team continue the tradition of quality, integrity and stability that was of paramount importance to Ralph and Goldy Lewis when they founded their home building firm in Claremont in 1955. Strict adherence to this philosophy has resulted in the development of more than 57,000 homes, 8,906 apartments and 14 million square feet of retail, office, and industrial space. Since 1955, the Lewis organization has developed new communities in California, Nevada, Arizona, and Utah, totaling in excess of 5,500 acres and housing more than 100,000 families.

The Lewis Group of Companies continues today as one of the nation’s largest privately held real estate development companies. The Lewis Group focuses on developing mixed-use planned communities and residential subdivisions in California and Nevada, as well as building and owning rental communities, shopping centers, and office and industrial parks.

MELISSA’S / WORLD VARIETY PRODUCE INC.

Toronto Melissa’s/World Variety Produce is a global market of tasty, creamy, tangy, aromatic, tart, sweet, crunchy and delectable foods. The company’s 280,000 square foot warehouse is home to the nation’s largest distributor of specialty produce. Over the years, the company’s Food Service Division has become a full-service operation that supplies culinary professionals with staples, exotics and a full line of organic produce.

Joe and Sharon Hernandez founded the business with a decade of produce industry experience in a small, rented produce warehouse lunchroom. The original office had three telephones and four chairs – no one could have guessed that within a few short years, the company would grow to occupy its current location and state-of-the-art CCOF/QAI Certified Organic Packing Facility. The Melissa’s brand is named after Joe and Sharon’s daughter, who takes an active role in the company.

Through the years, the company has found stable growth thanks to the support of loyal customers and a close-knit family of employees dedicated to customer service.

PARKING COMPANY OF AMERICA

With dedication, integrity and an uncompromising commitment to service, the privately held, family-owned Parking Company of America is recognized as a leader an innovator in the Parking, Transportation, Fleet Maintenance, Customer Service and Hospitality industries. Parking Company of America was established in 1964 and is based in Los Angeles. It is 100% minority-owned company with 54 years of parking management and transportation experience.

Today, Parking Company of America has over 1400 employees primarily centered in California, with additional operations in other states such as Kansas, Wisconsin, and Georgia. Parking Company of America is one of the largest minority certified parking companies in the nation and successfully provides superior service to hotels, hotel-facing hotels, airports, retail establishments, the entertainment industry, private events, and independent property management companies. The company remains true to its vision—to partner with clients, provide quality service focused on service, and to add value to the lives of the people it serves through the core values of integrity, safety, sustainability, technology, leadership and community service.

INTER-CON SECURITY SYSTEMS, INC.

Inter-Con Security Systems, Inc. was founded by retired LAPD Officer Hank Hernandez in 1973 with the express purpose of providing security services to clients whose thrust profiles exceeded the capabilities of traditional guarding companies. Since then, Inter-Con has distinguished itself by consistently delivering comprehensive, yet cost-effective solutions to an expansive client portfolio located in over 20 countries on 5 continents. Additionally, in an industry dominated by private equity and institutionally-run competitors, Inter-Con proudly remains a 100% Family and Minority-owned Business; a rarity in its financial independence and operational stability.

Under the guidance of Hank’s son and current Inter-Con CEO, Rick Hernandez, Inter-Con has grown into one of the world’s largest security companies, with over 25,000 employees. Inter-Con is now transitioning to its 3rd generation of Hernandez leadership with Henry Hernandez (B.A. and J.D. from Harvard College and Harvard Law School) taking the helm as President.

LEWIS GROUP OF COMPANIES

As the Lewis Group of Companies begins its 60th year, many long-tenured employees under the direction of a second and third generation management team continue the tradition of quality, integrity and stability that was of paramount importance to Ralph and Goldy Lewis when they founded their home building firm in Claremont in 1955. Strict adherence to this philosophy has resulted in the development of more than 57,000 homes, 8,906 apartments and 14 million square feet of retail, office, and industrial space. Since 1955, the Lewis organization has developed new communities in California, Nevada, Arizona, and Utah, totaling in excess of 5,500 acres and housing more than 100,000 families.

The Lewis Group of Companies continues today as one of the nation’s largest privately held real estate development companies. The Lewis Group focuses on developing mixed-use planned communities and residential subdivisions in California and Nevada, as well as building and owning rental communities, shopping centers, and office and industrial parks.

MELISSA’S / WORLD VARIETY PRODUCE INC.

Toronto Melissa’s/World Variety Produce is a global market of tasty, creamy, tangy, aromatic, tart, sweet, crunchy and delectable foods. The company’s 280,000 square foot warehouse is home to the nation’s largest distributor of specialty produce. Over the years, the company’s Food Service Division has become a full-service operation that supplies culinary professionals with staples, exotics and a full line of organic produce.

Joe and Sharon Hernandez founded the business with a decade of produce industry experience in a small, rented produce warehouse lunchroom. The original office had three telephones and four chairs – no one could have guessed that within a few short years, the company would grow to occupy its current location and state-of-the-art CCOF/QAI Certified Organic Packing Facility. The Melissa’s brand is named after Joe and Sharon’s daughter, who takes an active role in the company.

Through the years, the company has found stable growth thanks to the support of loyal customers and a close-knit family of employees dedicated to customer service.

PARKING COMPANY OF AMERICA

With dedication, integrity and an uncompromising commitment to service, the privately held, family-owned Parking Company of America is recognized as a leader an innovator in the Parking, Transportation, Fleet Maintenance, Customer Service and Hospitality industries. Parking Company of America was established in 1964 and is based in Los Angeles. It is 100% minority-owned company with 54 years of parking management and transportation experience.

Today, Parking Company of America has over 1400 employees primarily centered in California, with additional operations in other states such as Kansas, Wisconsin, and Georgia. Parking Company of America is one of the largest minority certified parking companies in the nation and successfully provides superior service to hotels, hotel-facing hotels, airports, retail establishments, the entertainment industry, private events, and independent property management companies. The company remains true to its vision—to partner with clients, provide quality service focused on service, and to add value to the lives of the people it serves through the core values of integrity, safety, sustainability, technology, leadership and community service.
We’re honored that the Los Angeles Business Journal has selected Galpin Motors as one of this year’s 15 Most Notable Family Owned Businesses in Los Angeles.

Family Owned And Operated Since 1946.

#1 VOLUME FORD DEALER IN THE WORLD FOR 28 CONSECUTIVE YEARS!

800.GO.GALPIN • WWW.GALPIN.COM
NOTABLE FAMILY-OWNED BUSINESS

F. GAVINA & SONS (LARGE COMPANY)

The Gavinas are a true coffee dynasty, with almost 150 years of experience as growers and roasters. When the Brothers José María and Ramón Gavina left their native Basque region of Spain in 1870, they settled in the fertile mountains of southern Cuba and planted the seeds of what would become Gavina Gourmet Coffee.

Francisco Gavina was born on the family coffee estate. As a boy, he worked in the fields with his father, learning the secrets of growing quality coffee. He spent hours helping sow the seeds and caring for the plants, as well as harvesting and processing them. The Gavinas are still the proud owners of the coffee estate and maintain close ties with the growers in Cuba.

The family has been deeply involved in the coffee industry for generations. In the 1920s, Francisco Gavina opened a small roastery in Havana, which later grew into the Gavina Gourmet Coffee company. Today, the company is one of the largest independent coffee roasters in the United States, with a wide range of products including gourmet coffee blends, single-origin beans, and coffee grounds.

Gavina Gourmet Coffee is committed to sustainability and ethical sourcing. They work closely with coffee farmers in countries like Costa Rica, Brazil, and Ethiopia to ensure fair trade practices and responsible farming. The company also supports various community initiatives, including education and environmental programs.

AC MARTIN PARTNERS

AC Martin, one of Southern California’s oldest planning and architecture firms, is a Los Angeles based architecture, planning, interior architecture and research firm that uses an integrated design approach to create engaging environments for the 21st century. CEO and chairman Christopher C. Martin is the third generation leader of AC Martin. His architectural work has contributed to the economic vitality of downtown Los Angeles, and as a civic leader he has devoted a significant portion of his time to critical issues facing the City and County of Los Angeles. Currently under development is the new Wilshire Grand Redevelopment Project in downtown Los Angeles, where Martin Project Management (MPM) is the Owner’s Development Manager.

As the CEO and President of MPM, Chris is reengineering the role of Master Architect that Albert C. Martin Jr. and Eibaud J. Martin played in the creation of the modern downtown skyline.

THE WONDERFUL COMPANY

The Wonderful Company is the number one growth leader among multibillion-dollar CPG companies and in produce. Many of the company’s iconic brands are ranked at the top of their respective categories: Wonderful Pistachios, Wonderful Halos (mandarin oranges); PCJ Wonderful pomegranate premium juice; FIJI Water; JUSTIN Wine and Tullibardine.

The Wonderful Company was founded by entrepreneurs Stewart and Lynda Resnick. With successful careers spanning over 50 years, they’ve always balanced achievement in business with a dedication to giving. Their center behind the company is right here in Los Angeles, including legal, finance and its in-house, full-service advertising/marketing agency. The owners call LA home, and do so more than 750 of its most valued people. The company focuses much of its philanthropic work on education, community development and health/wellness. Company-wide, Wonderful Giving is a one-of-a-kind program donating company money to charities close to employees’ hearts. In LA, it has supported hundreds of nonprofits. The Resnicks are also major supporters of arts, healthcare and environmental organizations in LA.

SERVICON SYSTEMS, INC.

Since 1973, Servicon Systems, Inc. has provided flexible cleaning and maintenance solutions to companies in aerospace, biotech, healthcare, commercial real estate, and other industries. Servicon started the green cleaning initiative and continues this leadership role today. The company’s headquarters is Calver City’s first LEEDs-New Construction Platinum building.

Servicion began as a small family-owned business founded by former Air Force officer, Richard J. Middlemiss. Although it has since experienced tremendous growth, the company continues to operate on the belief of the care for and investment in its most important asset: the people. This approach has spurred the development of a multitude of training programs and career pathways for workers in the janitorial industry. Servicion’s “people-first” mantra, commitment to diversity, and training-focused culture has resulted in a lifetime experience for both employees and their families. The Middlemiss family extends Servicion’s mission of service to the greater Los Angeles community. The company partners with Hope of the Valley Mission, a local nonprofit organization for the homeless.

RE/MAX ESTATE PROPERTIES

RE/MAX Estate Properties was founded in 1984 by Sandra Sanders with one location and 34 agents. It now maintains 17 offices and has over 720 real estate agents serving Los Angeles. RE/MAX LLC ranks Sanders’ company as one of the leaders in the nation, winning #1 Top Brokerage for overwhelming office share. It has been named Los Angeles County’s Largest Independently-Owned Real Estate Brokerage and Sanders has been named one of Stereograph’s Top 200 influential people in the US. The company was also named the 5th Largest REMAX Brokerage in the World. Sanders was the first woman to earn the coveted “BROKER/OWNER of the Year” award. She continues to run the day-to-day operations of the business with her three children: John, Diane and James.

Community involvement is also a big part of the company’s culture. For the last five years, REMAX Estate Properties has been the largest financial contributor to Children’s Hospital Los Angeles. In addition, the company adopts eight families every Christmas providing countless gifts and food items.

MID-SIZED FAMILY OWNED BUSINESSES (50-249 EMPLOYEES)

ART LEWIN BESPOKE

Art Lewin is a second-generation clothier with over 25 years of experience as Owner & Creative Director of Executive Clothiers, one of the nation’s premier Custom Clothiers.

Today, Art Lewin Bespoke Clothiers is the leading custom clothier in the country. Lewin and his team, coordinate and maintain clients’ wardrobe for them so they are perfectly attired for any occasion. For over two decades, Art Lewin Bespoke has catered to corporate stars and to some of Hollywood’s leading celebrities and many other industry titans. As a second-generation clothier, Lewin has explained that his clients tell him and his team that they need full-service knowledge – attention to detail and service make it readily apparent why they have been able to establish a loyal following with an impressive 94% retention rate, no less. Art Lewin Bespoke offers an extensive library of world class quality fabrics from renowned mills around the world.
Parking Company of America
And
The Chaves/Valdes Family
are grateful to be honored for
Family Owned Business in Los Angeles
BERMAN, BERNMAN, BERNMAN, SCHNEIDER & LOWARY, LLP

Berman, Berman, Berman, Schneider & Lowary, LLP (B3SL) is a family-run real estate company, based in West LA with offices in Riverside, Sacramento and San Diego. The company – B3SL – or, as it is known to its clients, the B3SL Law Firm – is a third generation family-owned and family-operated business. The firm was started by Steve Rands, an immigrant from Canada, who in 1958 invented and patented the Flex-Hone Tool that is now distributed all over the world and used in virtually every industry. Run by the second and third generations of family, B3SL has grown 40% in two years and operates three shifts, employing people from the community and making quality products.

B3SL was one of the first companies to advocate the critical need for finer surface finishes to optimize performance. Concepts such as plate finish were pioneered by the founder, Steve Rands, and are now commonplace goals across many industries. The Flex-Hone Tool has become the premium standard that all surface finishing tools are compared against. No other tool can do as much, quickly, and affordably create the microstructure finish necessary for maximum performance and life of your products.

BRUSH RESEARCH MANUFACTURING

Brush Research Manufacturing (BRM) is a third generation family-owned and family-operated business. The company was started by Steve Rands, an immigrant from Canada, who in 1958 invented and patented the Flex-Hone Tool that is now distributed all over the world and used in virtually every industry. Run by the second and third generations of family, BRM has grown 40% in two years and operates three shifts, employing people from the community and making quality products.

BRM was one of the first companies to advocate the critical need for finer surface finishes to optimize performance. Concepts such as plate finish were pioneered by the founder, Steve Rands, and are now commonplace goals across many industries. The Flex-Hone Tool has become the premium standard that all surface finishing tools are compared against. No other tool can do as much, quickly, and affordably create the microstructure finish necessary for maximum performance and life of your products.

BUILDING ELECTRONIC CONTROLS, INC. (BEC)

BEC, Inc. is Los Angeles’ premier fire life safety system provider for commercial projects. The company also provides security systems, structured low voltage cabling and network backbones for commercial buildings. Recent accomplishments include projects for LAX, Wilshire Grand, Metropolis, Westfield Century City, Union Station and Universal Studios. Projects under construction include Circa Twin Towers, Century Towers, Academy Museum of Motion Pictures, and Rams Stadium.

Formed in 1995 as a specialty electrical contractor providing fire detection systems for commercial buildings, BEC has grown exponentially by effectively undertaking high-profile projects throughout the greater Los Angeles area, and opportunistically acquiring security and network infrastructure projects to truly deliver a Total Solution. BEC possesses a core management team that is eager to continue BEC’s success. By providing experienced project managers, detailed CAD operators, and skilled technicians, BEC sets itself apart from the competition.

GOLDEN STAR TECHNOLOGY INC.

GOLDEN STAR TECHNOLOGY INC. (GST) has been in business since 1985. Alice and JP Wang started the business out of their garage in Norwalk by building white-box computers. Since then, they have grown to over 100 employees with five locations in the US and two locations overseas. Dennis Wang, the oldest son, joined the business in 2009 and serves as COO. Since joining, the company has doubled in size and revenue.

The family participates in the local community through the AJ Wang Foundation. The AJ Wang foundation founded by Alice and JP provides over 50 scholarships to local higher education students. Alice and JP have been recognized by many local universities and organizations for their charity and community involvement. GST’s highly consultative approach has made it a trusted and recognized top company. GST’s global expertise, customized solutions, commitment to customer care, and responsive execution inspire confidence and serve to create successful and lasting client relationships.

NOTABLE FAMILY-OWNED BUSINESS

GOLDRICH KEST (LARGE COMPANY)

Goldrich Kest is a privately owned, family-run real estate company, founded in 1951 by two entrepreneurs and Holocaust survivors, Iona Goldrich and Sol Kest.

Goldrich & Kest Inc. was a recognized innovator in developing Southern California condominiums in the 1960s. In 1968, the company was a pioneer developer in Marina Del Rey where they built one of the first luxury apartment complexes in the marina, which was previously considered swampland.

Throughout the 1970s and 1980s, Goldrich & Kest Inc. continued adding government assisted housing to their portfolio, and rapidly became one of California’s largest developers of government assisted apartments. In the 1980s, the company expanded outside California, entering the far-flake, commercial, retail and industrial markets throughout the United States.

In 2016, Goldrich & Kest Inc. formally changed its name to Goldrich Kest. Today, the family business manages over 200 properties nationwide, including residential, commercial, industrial and retail projects. The company’s portfolio consists of 120 apartment buildings with 13,188 units, 5 marinas, 24 senior living facilities and more than 11 million square feet of non-residential space.

Goldrich Kest knows the importance of giving back. The company provides support to various charitable organizations such as the Red Cross for natural disaster relief, the Union Station Homeless Services and the Harmony Project which provides comprehensive, tuition-free music education and social support to youth across Los Angeles and Southern California.

Goldrich Kest is actively involved with the Culver City Chamber of Commerce and the Culver City Chamber of Commerce and the Culver City Chamber of Commerce and the Culver City Chamber of Commerce and the Culver City Chamber of Commerce, among other causes.

GOLDRICH KEST

GOLDRICH KEST (LARGE COMPANY)

Goldrich Kest knows the importance of giving back. The company provides support to various charitable organizations such as the Red Cross for natural disaster relief, the Union Station Homeless Services and the Harmony Project which provides comprehensive, tuition-free music education and social support to youth across Los Angeles and Southern California.

Goldrich Kest is actively involved with the Culver City Chamber of Commerce and the Culver City Chamber of Commerce, among other causes.

GREENERWAYS ORGANIC

GREENERWAYS ORGANIC

Greenerways Organic stems from what Mama Bella told her granddaughter, “Read the labels; if there are chemicals or ingredients you can’t pronounce, don’t buy the product.”

This was never more important to Jayme Bella than during her first pregnancy in 2008. Her home was damaged by a severe storm and became insect infested. She realized traditional insect repellants were riddled with harmful chemicals. She was fearful of what effect they could have on her unborn child. Personal need drove Jayme Bella to create the organic bug repellant that launched Greenerways Organic and its expanding product line of organic household and personal care products. That and the belief that our families deserve affordable, safe, organic products. And Jayme is no stranger to working with families – her company also features the talents of her mother, Father and husband in executive roles.

KESLOW CAMERA, INC.

SINCE 1990, Keslow Camera has been providing camera equipment for motion picture, television and commercial productions throughout North America and around the globe. Headquartered in Los Angeles, the company also operates from locations in Chicago, Santa Fe, Atlanta, Toronto, Vancouver, New Orleans and Utah. Keslow Camera has earned a reputation among the industry’s creative community for uncompromising service and innovative problem solving on projects of any size.

The company’s tireless support of the art and craft of cinematography has resulted in many long-standing relationships with the world’s most talented filmmakers.

Keslow Camera is also very involved with the community of Los Angeles. Involved in charitable donations each year to include food and toy drives, Keslow Camera runs to support illness research funding and awareness, donates gear to local schools for educational support, provides internship opportunities to students.
FOR OVER 80 YEARS

PROUD TO BE PART OF THIS CITY

As a family-owned company, we are proud of our contribution to the communities we serve. Our goal is to continue providing that standard of overall excellence, ethics, and philanthropy that we are being recognized for today.

At World Oil, we deliver more than high quality, high performance products and services. We offer end-to-end solutions focused on building a better future.
INFLUENTIAL FAMILY-OWNED BUSINESSES

SAN ANTONIO WINERY (LARGE COMPANY)

In 1910, Santo Cambianica left his home of Beroz San Ferro, located in the northern Italian province of Lombardia. After settling on Ellis Island, he arrived in New York and then traveled across the country to Downtown Los Angeles. He quickly became known as an honest, hard-working and deeply devout Catholic, the very same qualities he was known for back home. He took only a few years of saving money, building his relationships, and planting his feet in the Italian-American community to start his own company and live the American Dream. In 1917, Santo founded the San Antonio Winery on Lamar Street.

Today, the L.A. River is paved and the vineyards have been replaced with businesses and homes. When Santo Cambianica passed away in 1956, he willed for his nephew Stefano Riboli to continue the business. The San Antonio Winery remains the oldest and largest producing winery in Los Angeles with 100 years of winemaking. The business is an essential component of the city's cultural and historical landscape. In the San Antonio Winery, the winery is the last vestige of winemaking. The business is an essential component of the city's cultural and historical landscape. In

MAINTEX

MAINTEX has been Southern California’s leading chemical manufacturer and distributor of facility supplies and cleaning equipment for more than 35 years. A graduate chemist, Ralph Silverman began his career working in the specialty chemical industry, and he and his wife Marilyn founded MAINTEX in 1960. The company offers resources for research and development, and controls its own manufacturing and supply chain management, providing clients strict accountability and compliance for its products. The company serves numerous school districts, contract cleaning firms, hospitals, and municipalities. MAINTEX has expanded into larger facilities three times over the years as its product lines and client base continue to grow.

Today, the second generation runs the company. Ralph and Marilyn’s son Stuart is CEO, and daughter Linda Silverman is President. Stuart’s son Danny Silverman is Director of Strategic Operations and daughter Shaina Silverman works in the marketing department, representing the third generation. The family is committed to advancing Ralph’s vision, and continues to expand MAINTEX’s product lines, sales and distribution throughout Southern California.

NEW YORK FOOD COMPANY, INC.

Since its beginning as a small storefront deli in 1979, New York Food Company has evolved to become Southern California’s leading full service catering and special event design firm. New York Food Company evolved from a retail deli (for two years) to a corporate sandwich delivery company, to a catering company, to adding venue management, a retail liquor store, private and charter jet fueling as well as a commercial bakery and wholesale division. The family-owned company has provided catering services to over a million satisfied clients, created thousands of dream weddings and amazing events at hundreds of event locations, and also manage exclusive ocean view event venues. Despite all this growth, the New York Food Company is committed to still approaching each and every event, venue, and catering order with an eye for quality, taste, detail, and uncompromised customer service.

NOTABLE FAMILY-OWNED BUSINESS

NOURMAND & ASSOCIATES

Founded 40 years ago by Saeed Nourmand, Nourmand & Associates is one of the last family-owned real estate brokerages in Los Angeles. Now in its second generation, Nourmand & Associates has secured its place as a leader in the highly competitive luxury real estate space. Between economic downturns, evolving technology and the cyclical nature of the real estate industry, Nourmand & Associates has remained successful and relevant through it all, due largely to the strong family relationships it was founded on.

Currently led by son Michael Nourmand, who stepped in as President in 2008, the company has doubled its sales volume in the last decade and will reach a projected $1 billion in sales for the first time this year. Michael has grown the firm from 25 to 125 agents, who represent some of the most knowledgeable realtors in the business. Few other companies have created as much talent as Nourmand & Associates has—a testament to the hands-on training and familial atmosphere the company has developed.

10/25/18 1:46 PM
WELCOME TO DON FRANCISCO’S COFFEE CASA CUBANA

Transport yourself to the warm, tropical island of Cuba. Enjoy a rich, flavorful cup of family-crafted premium coffee, order something tasty from our Cuban-style food menu. Come by any time and relax in our home in L.A., where you’re always welcome.

SPRING ARCADE BUILDING | DTLA | 213-537-0323 | dfcasacubana.com
NOTABLE FAMILY-OWNED BUSINESS

SUPER KING MARKETS (LARGE COMPANY)

Super King Markets was founded in 1993 by the Fusco family. Over the past 25 years, the business has grown from one to seven stores located in Arcadia, Alhambra, Cerritos, Norwalk, Los Angeles, Van Nuys and Santa Ana. In 2018, the company celebrated its 25th anniversary.

Super King Markets is nationally recognized as one of the highest volume grocers in the country. It is the market for orientals (the one that makes the chain so unique and international in flavor). Products are sourced from over 50 different countries.

Super King’s customer base is as diverse as its offerings. At any given time you will hear six, seven, or even eight different languages being spoken at the same time in the store. The combination of exceptional quality, great service, low prices, and an unrivaled variety of domestic and international foods make it a very exciting market.

Super King is bringing multicultural Los Angeles together one shopping trip at a time.

The Fermanian family has also been generous and active in helping other organizations and charities raise funds within the community. Super King has longstanding relationships with City of Hope, Olive Crest employees are central to success, the markets provide the best possible shopping and work environment.

It is the market’s assortment that makes the chain unique. Super King’s employee input is one of the most ethnically diverse on the planet and, as such, represents both an exciting challenge and an opportunity to learn. Super King Markets practices effective communication because they believe it is essential to conveying and benefiting from diversity. Guided by the knowledge that Super King customers and employees are central to success, the company provides the best possible shopping and work environment.

The Fermanian family has also been generous and active in helping other organizations and charities raise funds within the community. Super King has longstanding relationships with City of Hope, Olive Crest and Hammermill, among others.

SL FUSCO

SL Fusco has been a premier industrial distributor since the 1940s as well as a family owned business. One element that surely makes the company successful is the dedication of its owner, the company’s president, Jerry Rosin. Every day he comes to work to make sure his people are good to go. He has single handedly provided a place for dozens of families to make a living and raise families of their own.

Fusco itself has grown to become California’s largest abrasive grain distributor in addition to other industrial supplies that keep the manufacturing engine running here on the West Coast. The Rosin family (including Jerry, Eric, Arline and Natalie – all of whom work at the company), doesn’t let any of that get to its heads and remains involved in community functions such as the local Cancer Walk in Downey where Fusco had several dozen participants.

STERLING VENUE VENTURES, LLC

Sterling Venue Ventures is solely owned by Lance Sterling, one of the original founders of The House Of Blues. The company, which also includes Caryn Sterling (Board Member), Shelley Sterling (Development Coordinator), Jake Sterling (GM, The Canyon Santa Clarita), Brooke Sterling (Manager), Jackson Sterling (Manager) and Savannah Sterling (Manager), produces over 50 concerts per year in Southern California. The company’s management team owns decades of experience in promotion, finance, marketing, and the execution of concerts performed by national headlining talent. Each of Sterling’s Canyon venues has become well known throughout California as prime entertainment destinations for the 30+ demographic.

Lance Sterling, who is also a chef, an avocado farmer, and football coach, envisions each of his venues as a place not only to enjoy great live music, but also to sit and relax over dinner with good friends for a great night out. The delightful ambience that fills all of the Canyon venues illustrates the SVV slogan – “Where the Music Meets the Soul.”

WINSTAR PROPERTIES

Winstar Properties owns and manages multiple family apartment buildings throughout Los Angeles County, and has enhanced the apartment living experience within the entry level to mid level housing market. Winstar prides itself on giving its tenants a beautiful living experience with high end finishes and bagging of raw material for resale, including a bugger, palletizer, stretch wrapper, screeen, fork lifts and more. RJ’s is actively involved in the community and provides quality and affordable disposal and trash hauling services to the surrounding neighborhood. Additionally, the company takes green waste from local landscapers and gardeners on a daily basis. This green waste is converted into mulch, biomass fuel and chunks of wood at three different grades.

WORLD OIL CORP

Bernard “Bernie” Roth founded World Oil in 1938, when he opened his first gas station on the corner of Florence and Normandie in South Central Los Angeles. Bernie pioneered the self-service pump, and by selling high quality petroleum products at lower prices, he was able to build that empire and leave a legacy of giving back to his community, creating jobs where they are most needed, and caring for the environment. A savvy businessman, Bernie was also an upstanding family man who believed in doing the right thing.

That’s the way he lived his life and the way he built his business, along with World Oil co-founder and his wife of over seven decades, Florence. In the 1940s, World Oil led the way by hiring the first African Americans to work in its service stations. More than 75 years later, World Oil is one of California’s largest privately held companies. Bernie and Florence’s sons, Bob and Steve Roth, carry on their legacy.
WORTHINGTON FORD

Worthington Ford and Cal Worthington are among the most iconic figures in Southern California. Everyone in LA seems to know Cal Worthington and the Worthington family. They’ve been selling cars in Southern California for over 60 years and dominating TV and radio advertising throughout that period.

Worthington has been one of the largest employers and largest sales tax generators for the City of Long Beach for decades and you can’t miss their 2000 square foot sign on the 405 freeway. Cal Worthington probably sold more cars than anyone else in the country, helped pioneer television advertising, and donated extensively to local schools and charitable causes throughout the decades.

Now his grandson and current company President, Nick Worthington, has continued that legacy. Founding the Southern California Children’s Endowment in 2015. Nick Worthington also has been active and serving on the boards of the Long Beach Police Foundation Advisory Board, the Southland Motorcar Dealers’ Association Board and the Board of the Southern California Children’s Endowment.

CUSUMANO REAL ESTATE GROUP

Established in 1959, the family-owned and family-operated Cusumano Real Estate Group is the San Fernando Valley’s leader in apartment rentals, office leasing and active senior living. The real estate group is the largest owner of multifamily apartments in the Tri-Cities region of Los Angeles.

The company was founded by the brothers Chuck and Roger Cusumano. Today, the business is still led by Chuck and Roger, as well as Chuck’s sons Mike and Charlie, and 40 experienced associates.

Cusumano Real Estate Group built its reputation on quality, value and personal service. The company has an unwavering commitment to its tenants’ needs and more than 100 years of combined experience in property management, development, construction and brokerage. Their clients and tenants include The Walt Disney Company, Chase Bank, Warner Bros. Entertainment Inc., Universal Music Group, the State of California, the U.S. General Services Administration, Amgen and many others.

The newest project of Cusumano Real Estate Group is the completion of its 480,000 square foot “Talaria at Burbank,” a mixed-use project in the heart of Burbank’s Media District. The building opened for business in June 2018. Its 241 ultra-luxury apartments will be completed by the end of the year.

Cusumano family members continue to play key roles in the community, providing leadership at the Burbank Chamber of Commerce, the Providence Saint Joseph Medical Center, Burbank Business Partners, Downtown Burbank Partnership, the Burbank Transportation Management Organization, Community Foundation of the Verdugos, The Board of Advisors of the Woodbury University School of Business, the Burbank Arts For All Foundation and Leadership Burbank.

In 2010, the Cusumano family funded an innovative, state-of-the-art radiation oncology department in Burbank. Cusumano family members continue to play key roles in the community, providing leadership at the Burbank Chamber of Commerce, the Providence Saint Joseph Medical Center, Burbank Business Partners, Downtown Burbank Partnership, the Burbank Transportation Management Organization, Community Foundation of the Verdugos, The Board of Advisors of the Woodbury University School of Business, the Burbank Arts For All Foundation and Leadership Burbank.

In 2011, the Cusumano family funded an innovative, state-of-the-art radiation oncology department in the Ray and Patricia Disney Family Cancer Center. In 2017, the Cusumano family donated $10 million in support of the emergency and urgent care at Providence Saint Joseph Medical Center.
THE ALBRIGHT
After 35 years as Santa Monica Pier seafood, Yunnie Kim Morena took the helm of the Pier restaurant mainstay which her parents had opened in 1977 upon emigrating from Korea. Yunnie and her husband, Greg Morena, modernized and streamlined the look while preserving the restaurant’s original atmosphere and character. The relaxed seaside setting is a perfect complement to the delicious menu that reflects a commitment to sustainably caught seafood, locally sourced ingredients, as well as an extensive craft beer and California wine program. The Morenas and their team at The Albright have been trailblazers in sustainability and greening efforts. Recognized as the first sustainable business on the Pier and awarded the 2016 SQA Award winners, The Albright faithfully follows the triple bottom line framework and aims to help create a green movement across all businesses on the Pier. The family believes that running sustainable businesses that also support other local businesses and vendors, engenders a sense of respect and social responsibility from the community.

AL BROOKS TICKETS
Al Brooks Tickets, now in its 98th year, was founded in downtown L.A. and is today the West’s largest and most influential premier ticket provider, serving clients throughout the world. It is best known for its ability to access tickets to the most difficult-to-obtain games, performances and events. Al Brooks Tickets is especially proud of the strong client and source relationships it has established and maintained over nearly 100 years in business.

Throughout it all, the company is still a family-owned business – now in its fourth generation, with Jeff Brooks, Jay Brooks, Helen Brooks, Keven Brooks and Traci Lyn Brooks all serving clients’ needs daily along with a staff dedicated to taking on the toughest requests and satisfying customers’ requests. The Brooks family has carved out a unique niche among American ticket suppliers, having expanded into the arena of tour management as well.

ALLAN AIRCRAFT SUPPLY, INC.
Allan Aircraft Supply Company began manufacturing hydraulic fittings in 1952 and has become one of the nation’s premier producers in the field. As a fitting specialist in the business for over half a century, Allan Aircraft has the CNC machines and equipment and capability to handle virtually any fitting application. The family-owned business manufactures and stocks a wide range of Aero Space Standards and commercial and industrial fittings.

The company has become a local manufacturer that leading companies such as SpaceX depend upon as a primary source of quality machined work. This little shop has been home for many local to the San Fernando Valley as they prove daily manufacturing is still alive and well in California. Frisky lunches for the employees and professional development are all important values at Allan Aircraft as a North Hollywood legacy continues to grow.

Athena Engineering, Inc. was founded in 1986. Athena graduated college in 2006 and immediately joined her family in managing the business. Today, all three members of the Chiera clan run the business together, in partnership with some carefully selected employees who have become like family as well. Throughout the company’s history, hundreds of clients have trusted Athena Engineering’s skilled teams to design, construct and control their environments.

NOTABLE FAMILY-OWNED BUSINESS
GEARYS (MID-SIZE COMPANY)
Gearys Beverly Hills, named after its founder, H.L. Geary, first opened its doors in 1930. A small art supply and gift store back then, the company emerged as a world-renowned curator of luxury. Gearys Beverly Hills’ clients include Hollywood elite, European royalty and luxury consumers. In 1953, H.L. Geary retired and sold Gearys Beverly Hills to Fred and Ruth Meyer, who decided to offer a more focused selection of items and gifts. In the 1970s, the Meyers’ San Bros became the driving force behind the brand as it was a huge successful mail order business. Gearys’ signature band of luxury was now available nationwide.

In their flagship store, Bruce partnered with world-class names like Baccarat and Lalique, and established the business as one of the country’s premier destinations for luxury dinnerware and gifts. In 1994, the Gearys signature Gift Lister Registry was born. Since its introduction, the Gift Lister Registry has inspired many stores to follow suit, but the Gearys Beverly Hills Gift Lister Registry remains the original.

The grandson of Fred and Gearys CEO Thomas Blumenfeld, started shore partnerships with Rolls and Patrice Philippe. In 2009, the company opened a Rolls boutique at Westfield Century City. In 2012, the newly redesigned Gearys Beverly Hills on Rodeo Drive opened its doors.

Over the years, Gearys has given back to the community in many ways. The company has received several awards for its philanthropy, including the Modern Luxury and the Beverly Hills Chamber of Commerce’s Icon of Beverly Hills Award (2017) and the Beverly Hills Chamber of Commerce’s Best of Beverly Hills Golden Palm Legacy Award (2015). Gearys was also named the Will Rogers Best Historic Retail Business (2015) and received the Annie Karen Cancer Center for Children’s Humanitarian Award (2004).

AUTOMATION PRINTING CO.
Automation Printing Co., started by Herbert Tobman, has been located in Downtown Los Angeles since 1949. It started as a litho plate company that supplied film, stripping and printing plates to other printers and was one of the few litho plate companies in Los Angeles. Tobman soon saw the need for cost-effective, short-run printing and bought a paper plate device, printing press and cutter, which started its full printing capabilities.

Herb’s son and current President, David, joined the company in 1972. David’s son, Brandon, joined the company in 2005 as Vice President. In 1975 Automation was one of the original companies to install Xerox’s first 9020 High Speed black and white copier. Privately owned and operated by the Tobman family, the company now has a full team of 19, some of whom have been with the company for over 25 years. David and Brandon Tobman are proud to keep Herb’s legacy alive by staying true to his foundation of honest management and innovation.

CALIFORNIA CAR COVER COMPANY
Founded in 1989 by Jim and Loraine DeFrank, California Car Cover Company started as a small mail order company in Van Nuys and was primarily an opportunity for Jim and Loraine to preserve and promote their love of classic cars. The business has since become an industry leader in custom-fit car accessories and collectibles.

Today, California Car Cover Company, now headquartered in Chatsworth, is still family-owned and operated. Jim and Loraine, plus their two sons, Jimmy and Tony, are involved in the business. The company is a strong supporter of classic car shows and NHRA drag racing events around the country. Members of the California Car Cover Crew can be spotted year round at the largest auto enthusiast events from coast to coast. The company also hosts a number of car shows at its facility to generate interest in classic cars and to raise funds for local charities such as Ranch San Antonio, Petersen Automotive Museum and the San Fernando Valley Rescue Mission.
CALIFORNIA RECEIVERSHIP GROUP

Mark Adams, President and Founder of California Receivership Group, is the most experienced Health and Safety Receiver in the State of California. CRG, his family business, was formed to provide a complete, turn-key solution for properties in repeated violation of health and safety codes. When appointed over a property as Receiver, the team is on-site immediately, beginning the process of fixing the property’s problems. CRG eliminates any dire threats posed to the owners, occupants and community, either by bringing in a construction team immediately or emptying the property if necessary.

CRG is dedicated to protecting and preserving assets assigned to its custody and control while maintaining an ever-present sensitivity to the human and social side of the work. CRG is able to achieve immediate and effective results by deploying a team built specially for problem properties. This team includes attorneys, contractors, accountants, receivership administration, cleanup crews, property managers, professional organizers, ground operations managers and financiers.

EARTHY BODY

In 1996, Kevin and Mare Wachs started creating quality natural personal care products in their garage. Since then, Earthly Body, which started as a respected family owned company, has grown into a global leader in natural personal care products.

In 2013, Earthly Body moved its corporate headquarters into a 50,000 square foot building in Los Angeles that today serves as the company’s manufacturing and bottling facility, shipping warehouse, corporate offices and International Education Center for all of its brands. This building is a testament to the commitment that the Wachs family and Earthly Body team have made to our planet’s sustainability. All aspects of their organization reflect eco-friendly values, from the use of recyclable packaging and planting trees for the future, to the installation of both solar panels and electric car charging stations, the company is committed to reducing their carbon footprint.

NOTABLE FAMILY-OWNED BUSINESS

LOS ANGELES CHARGERS (MID-SIZE COMPANY)

For 58 years, the Chargers have stretched the imagination and given fans one of the most exciting shows in football. With a history defined by dramatic games, unforgettable highlights, beloved players, groundbreaking performances and one of the NFL’s most iconic uniforms, the Chargers returned to their Los Angeles birthplace in 2017 and will move into their new LA Stadium home upon its completion in 2020.

The Chargers were purchased by construction leader and real estate developer, the late Alex G. Spanos in 1984. Spanos made family part of his formula for business success. The A.G. Spanos organization, including the Chargers, is a family-run operation. Alex turned over the day-to-day operations of the Chargers to his oldest son, Dean, in 1994. Alex enjoyed retirement and watching his sons, Dean and Michael, along with his grandsons, A.G. and John, guide the Chargers as they celebrated 33 years of family ownership.

The Spanos family has a multi-generation commitment to community involvement, and is recognized as one of the NFL’s most philanthropic families and one of Southern California’s most active and caring contributor to local causes. Their financial and emotional support for youth, sports, education and the brave men and women in uniform has been a hallmark of their team ownership and legacy.

In June 2018, Dean Spanos joined with Mayor Garcetti to announce a three-year, $1.2 million commitment to expand Summer Night Lights sports programming across all 32 locations. The donation provides more young people with fun and safe opportunities and includes uniforms, referees and increased access to sports clinics.

In appreciation of the Spanos family’s donation of $250,000 to aid local wildfire relief efforts, as well as additional dollars to support victims of Hurricane Harvey, the team was named Red Cross L.A.’s 2018 Humanitarian Organization of the Year. Additionally, the Chargers received the Association of Corporate Growth 2018 Mayor’s Award in recognition of their impact on the Los Angeles community.
THE EVEREST GROUP

The Everest Group provides high-level executive recruiting services to the Supply Chain, Distribution, Logistics and Transportation industries. The company’s 25 years of direct industry experience and extensive candidate network give its clients a distinct advantage in conducting the most effective and efficient searches and attracting top talent. The Everest Group team’s first-hand Logistics and Transportation experience and candidate network is a distinct competitive advantage in sourcing and recruiting the best industry talent for Fortune 50, 100, 500 and emerging growth companies. The firm’s demonstrated track record extends to large corporations as well as growing companies, and specialties in sourcing entrepreneurial talent to build and grow successful new companies, product lines and divisions. Successful assignments have included placements in sales, business development, operations, transportation, warehousing, distribution, information technology, finance, and human resources from C-level to mid-level management with clients in retail/apparel/footwear, consumer products, and third party logistics.

FORMLA LANDSCAPING, INC.

Founded in 1995, the family-owned Taslimi Construction Company was inspired by a passion to build and exalldom in all things. Over the years Taslimi has assembled a staff of dedicated and experienced individuals. Its project management team has an impeccable reputation in the industry. Taslimi’s strong work ethic results in hard work and dedication. The diversity of its staff and experiences are cherished and continually developed as the Taslimi family evolves.

Taslimi’s project experience includes major renovations, interior construction, and core and shell construction. Projects include corporate offices, law firms, finance and banking, studios, entertainment, hospitality and retail, technology, healthcare, education and children’s, non-profit and institutional, culture, and residential. Taslimi has been the recipient of numerous awards and recognitions and has received the highest compliment from clients and architectural design partners in their continued business and referrals. Projects include the remodeling of the Creative Arts Agency headquarters in Century City, the ESPN broadcasting facility in downtown Los Angeles, the KTBV and KLAL broadcasting studios in Studio City, Unvision in Los Angeles, and the renovation of the historic Beverly Hilton Hotel.

Taslimi Construction has received the highest compliments from its clients, their representatives, and architectural and design firms. These include the 1994 Calibre Awards for Contractor of the Year, 17 other Calibre Awards, numerous Los Angeles Business Council Architectural Awards for Commercial Interiors, and the AIA Merit Award.

Taslimi supports professional organizations such as the American Institute of Architecture, the International Interior Design Association, the Los Angeles Business Council, the Southern California Development Forum, UCLA Department of Architecture and Urban Design and the USC Architectural Guild. Additionally, Taslimi is committed to the promotion of the arts, culture and community — which it believes to be essential for the enhancement of the human spirit - demonstrated by its involvement with the Hammer Museum, the JACM, the MAC Center for Art and Architecture, and the Santa Monica Arts Foundation.

GEMELLI RESTAURANT GROUP

The Steve Samson, born to a Bolognese mother and American father, was exposed to the pleasures of Italian food at a young age. Whether it was the experience he gained helping his mother in the kitchen at home or annual family trips to Italy that eventually propelled him toward a career in Italian cooking, one thing is certain, once Samson left his medical school path to become a chef, he never looked back. Today, Samson is the Chef/Owner of Sotto, Rossoblu and Superfine Piza.

Samson’s vivid childhood memories of Bologna’s outdoor festivities recall a spirit of conviviality and celebration around food that was lovingly made and produced by the community. The city of Bologna and its region of Emilia-Romagna serve as Samson’s inspiration. It is the region where his mother, her parents, and countless generations before were born. It is also the place where he spent his childhood summers, fomenting a passion for Italian food and cooking.

GELT, INC.

Keith Wasserman (age 33) and Damian Langere (age 37) are Co-Founders and Partners of Gelt, Inc., a real estate investment and asset management company. Since the company’s inception in 2008, Gelt has acquired nearly 9,000 apartment homes and mobile home sites valued in excess of $1 billion.

Co-founders Damian and Keith launched Gelt in 2008 when they were in their 20s. It was at the height of the recession and Damian had been let go from an environmental consulting firm in Santa Barbara. He moved to Los Angeles and they decided to form a real estate investment firm to buy distressed multifamily properties. They continually show uncommon entrepreneurial leadership, business acumen and creativity as they not only successfully lead Gelt, they have launched new tech and real estate firms. Last year, the company launched Happy Home Communities, within its growing group of entrepreneurial companies. HHC focuses exclusively on the acquisition and management of mobile home and RV resorts throughout the Western United States.
KOSS REAL ESTATE

In a time when brick-and-mortar retail has been severely challenged, Koss Real Estate’s portfolio of commercial real estate investments in nine states has continued to thrive — most notably, the world-renowned Malibu Country Mart, an upscale retail village located in the heart of Malibu. A Los Angeles native, Michael Koss grew up working in his father’s pizza restaurant chain and after college, opened his own restaurant, Italy’s Little Kitchen in 1971, which is currently owned and operated by Michael’s son, Zane. Following this, Michael started to acquire and develop commercial real estate properties and in 1985, began developing the Malibu Country Mart.

The Mart has since maintained a consistent roster of upscale tenants with sales as high as $3K per foot, even in volatile times. The Mart’s existing tenants often expand their store spaces and new prospective tenants sit on a waiting list, a rarity in the current marketplace.

MB2 RACEWAY INDOOR KARTING CENTERS

MB2 Raceway Indoor Karting Centers was established in January 2006. Chris Brooks and Will Miller (cousins by marriage) along with their wives Martine Brooks and Stefanee Miller (cousins) started the company’s first location and Corporate Headquarters in Sylmar. Since then, the company has personally opened four more locations in Thousand Oaks, Fresno, Modesto, and Lexington, Kentucky. MB2 Raceway offers racers young and old state-of-the-art indoor go-karting facilities at locations across the country. It offers high-speed race simulations with challenging and unique indoor road courses that are fun for all skill levels and ages. The company’s customer service is leaps and bounds above the rest, and its high-performance electric go-karts from Italy are designed for safety, speed, and fun.

Focused on the community, MB2 Raceway Indoor Karting Centers has donated to hundreds of different organizations around Los Angeles County and surrounding areas.

BOBBI-TOADS (SMALL COMPANY)

Bobbi-Toads was literally born from a dream that founder Bob Stanley had while he was on vacation with his family. In his dream, Bob was instructed to invent a new kind of kids’ shoe; one with toes that could be painted with nail polish. Bob was also told to give back to the charity “Our Lady of the Angels,” a charity he had never heard of.

Bob Stanley was a printer by trade and had never worked in retail or fashion, so at first he ignored the dream. Upon return to his print shop he started working on an order from a new customer, which happened to be the charity from his dream.

All these signs led Bob to turn his dream into reality. He sketched out the designs he had visualized and filed for a patent. Since that time, Bobbi-Toads has grown with operations in Chicago and Los Angeles. The products are manufactured internationally and designed locally in Los Angeles by Bob’s daughter and co-founder Jacquelynn Stanley.

In keeping with the company’s mission of giving back, Bobbi-Toads donates 30% of its profits to charitable organizations. Bobbi-Toads is actively involved in philanthropic efforts across the country including Our Lady of the Angels, the Ann & Robert H. Lurie Children’s Hospital of Chicago and the Nicklaus Children’s Hospital in Miami.

Bobbi-Toads donated thousands of shoes to families in need following the hurricanes in 2017 in Miami, Texas and Puerto Rico. The sneakers were donated in partnership with the National Museum of Puerto Rican Arts & Culture and composer Lin-Manuel Miranda.
Salon & Spa hosted women’s conferences and raised $7,000 for My Refuge House. In 2017 and a member of Whittier Young Entrepreneurs, American Business Association and Team Referral Network.

Couture Salon and Spa’s philosophy is a holistic approach that strives to create beauty without compromise. The salon prides itself in actively listening to its clients’ concerns and taking the time to understand each and individual personal style. Based on that, they believe they can offer the best treatments.

Couture Salon & Spa is actively engaged in the community. The salon partners with other small businesses in Whittier to support each others’ businesses and cross-promote clients: The salon is a member of Whittier Young Entrepreneurs, American Business Association and Team Referral Network.

MONTAGE INSURANCE SOLUTIONS

Montage Insurance Solutions, founded by Danone Simpson, is an insurance consulting agency that originally opened its doors in 2006 with three offices, a couple employees and a handful of clients who were loyal to Danone from her previous firm. Since then the firm (with Danone’s husband Mark also serving as CEO) has grown to upwards of 100 clients in just 12 short years and went from breaking through once, then two, then three walls, to taking over the whole floor, to moving to a new building for more space (and recently blew through yet another wall).

Montage has had double-digit growth in 10 of its 12 years in business and regularly landed on the “Best Places to Work” list, which is an award driven by its employees’ love for the firm and fervor with which they fill in their anonymous surveys.

Husband and wife team Mark and Danone have established an amazing working environment that has been a great success.

NOTABLE FAMILY-OWNED BUSINESS

COUTURE SALON & SPA (SMALL COMPANY)

Couture Salon & Spa is the first natural concept salon in Whittier to offer its clients naturally-based products. As the company states, it doesn’t just create “pretty hair” — the Couture Salon & Spa team is trained to bring its clients an elevated standard of beauty and wellness solutions, while maintaining environmental sustainability.

The company’s principles are based on passion and integrity. Couture Salon Founder Eileen Rodriguez wanted to stand out and make a difference in the beauty industry with nature-friendly solutions. She experienced skin allergies and scalp flare-ups as reactions to harsh color chemicals and heavy cosmetic fillers. Her goal was to offer her clients safer alternatives that wouldn’t compromise their health and beauty.

Couture Salon and Spa’s philosophy is a holistic approach that strives to create beauty without compromise. The salon prides itself in actively listening to its clients’ concerns and taking the time to understand each individual personal style. Based on that, they believe they can offer the best treatments.

Couture Salon & Spa is actively engaged in the community. The salon partners with other small businesses in Whittier to support each other’s businesses and cross-promote clients: The salon is a member of Whittier Young Entrepreneurs, American Business Association and Team Referral Network.

Couture Salon & Spa is also a proud partner of My Refuge House. The company works closely with the nonprofit organization, to help restore the lives of young girls who have been victims of commercial sexual exploitation, human trafficking and sexual abuse. In 2015 and 2016, Couture Salon & Spa hosted women’s conferences and raised $7,000 for My Refuge House. In 2017 and 2018, the salon visited the Philippines to work with the young survivors. The salon offered them free beauty classes and free makeovers to help rebuild their confidence.

THE MSM TECHNOLOGY GROUP

The MSM Technology Group is a premier Computer Systems Manufacturer and Managed Support Services company. Founded by its President and CEO Mitchell Marcus (his wife, Marcia Marcus also serves as VP of Finance), the MSM Technology Group and its sister division, the TechPower Systems Group, have been providing quality tech support to small to midsize businesses since 1981. The company is a Microsoft Certified Partner and Microsoft OEM. MSM manufactures business quality desktops and servers that go head to head with all the major manufacturers. Each one of MSM’s systems includes a four year warranty and on site installation at no additional cost. MSM is the only manufacturer that uses exclusively Solid State Hard drives in all of its desktops.

MSM Technology Group developed a unique way of helping its community school provide a computer lab for its students. This included teaching the students how to build computers and actually building 17 computers from scratch in 2015 that are in daily use to this day.

NATHAN KIMMEL COMPANY, LLC

Nathan Kimmel Company, LLC, has grown from its humble beginnings as an industrial supply company in Los Angeles to the construction industry’s number one national and international provider of fireproofing spray equipment, taps, hose and nozzles assemblies, premier Magliner Hand Truck Distributor as well as the local hardware store for the Axis District and beyond.

The company was founded in 1956 by Nathan and Bella Kimmel, working out of their garage in West Los Angeles, with their four children lending a helping hand. The company grew quickly and purchased a small distribution facility in downtown on Santa Fe Ave. Like father, like daughter; Carol Kimmel Schary purchased the business in 1996, following the passing of her father, her greatest mentor. Over the years, the company’s business grew by developing strategic relationships with vendors and customers and setting up a second facility next door for the manufacturing of specialty equipment for the construction industry and their “standard of the industry” taps that are made in the USA here in Los Angeles.

QUALITY MATERIAL HANDLING INC.

After years of working for material handling companies and gaining extensive knowledge and experience, Hector Pinto took a leap of faith in 1991. He and his wife Brenda decided to start their own material handling company right out of their living room. There with a small folding table underneath the staircase, a phone, pen and pad, Quality Material Handling was born. Hector closed sales, made deliveries, visited customers, and performed installations. He would stop at gas stations to change out of work wear and into suits when transitioning from installations to sales calls. In his first year of business, Hector grossed $127,000. It was his positive energy and optimism, along with Brenda’s support, that became the driving force behind their success. Perhaps the Pintos’ biggest victory comes from fighting for his business through tough times. Like most businesses, QMH faced extreme challenges during the recession in 2009. Hector and Brenda pushed through with diligence and integrity, keeping the unwavering faith and optimism responsible for their success today.

RED CAR BREWERY & RESTAURANT

On Brandt’s brewing career started when a friend gifted him a home brewing set in college. After stints as a brewer at Huntington Beach Beer Company, an investor in Newport Brewing Co, and a partner at Tustin Brewing Company, Bob and his wife Laurie (who had seen success in the fashion and garment industry) started to recognize a major opportunity. Torrance, their hometown, had no breweries.

In 2000, Bob and Laurie acquired the Red Car Brewery & Restaurant property through the City’s Redevelopment program in Downtown Torrance. Thanks to hard work and Red Car’s superb hand crafted English-style ales and delicious food, they were able to pay off the loan a few years later, but in the meantime were the first to bring craft beer to Torrance, now home to nearly a dozen micro breweries, and to also serve as a catalyst for redevelopment of the City’s original Downtown area.
RUPERT LAW GROUP

Founded by Angie Rupert in 2016, the Rupert Law Group helps people start businesses in the United States. Angie wanted to start a law firm that gave back not only to Los Angeles, but to the US as a whole. She has helped entrepreneurs from around the globe as a way to grow the US economy. The firm’s primary focus is on E2 visas. Rupert Law Group strives to make sure the American Dream is alive for those who want to start a company or business in America. Jason Insalaco, Angie’s husband, serves as the firm’s controller and director of marketing.

In 2016, Angie was awarded the "Hon. Benjamin Aranda III Outstanding Public Service Award" for her volunteer work with the LA County Bar Association Immigration Project. As a volunteer attorney for the LACBA Immigration Project, Angie has helped countless people through immigration issues such as DACA applications, green card applications, naturalization, and more.

EazyHold

With Kerry Mellin was cleaning the barn at her ranch back in 2014, she grabbed the broom and began to sweep, but her weak thumbs were too painful to continue. As a lifelong caregiving her to think that simply sweeping out her own barn may become a thing of the past. She grabbed some duct tape, made a loop across the broom’s handle and slipped her hand inside. It surprised her how effortless it felt having this little bit of support over the loop, which allowed her to maintain control of the broom with minimal grip and to sweep pain-free.

Today, EazyHold supplies cuffs to over 4,000 schools, hospitals and therapy centers; donates them to special needs foundations; and lends them to libraries. The company provided tools for the Victoria Society for Children with Autism, The PACER Center, Easycare and the Central Polio Foundation. The company also attends and provides adaptive tools for the No Barriers Summit, which bring together people with special needs and disabilities, who wish to learn sports.

NOTABLE FAMILY-OWNED BUSINESS

RUPERT LAW GROUP

Located in Los Angeles, the Rupert Law Group is a small law firm that helps people start businesses in the United States. Angie, the founder, wanted to start a law firm that gave back not only to Los Angeles, but to the US as a whole. She has helped entrepreneurs from around the globe as a way to grow the US economy. The firm’s primary focus is on E2 visas. Rupert Law Group strives to make sure the American Dream is alive for those who want to start a company or business in America.

In 2016, Angie was awarded the “Hon. Benjamin Aranda III Outstanding Public Service Award” for her volunteer work with the LA County Bar Association Immigration Project. As a volunteer attorney for the LACBA Immigration Project, Angie has helped countless people through immigration issues such as DACA applications, green card applications, naturalization, and more.

EazyHold

With Kerry Mellin was cleaning the barn at her ranch back in 2014, she grabbed the broom and began to sweep, but her weak thumbs were too painful to continue. As a lifelong caregiving her to think that simply sweeping out her own barn may become a thing of the past. She grabbed some duct tape, made a loop across the broom’s handle and slipped her hand inside. It surprised her how effortless it felt having this little bit of support over the loop, which allowed her to maintain control of the broom with minimal grip and to sweep pain-free.

Today, EazyHold supplies cuffs to over 4,000 schools, hospitals and therapy centers; donates them to special needs foundations; and lends them to libraries. The company provided tools for the Victoria Society for Children with Autism, The PACER Center, Easycare and the Central Polio Foundation. The company also attends and provides adaptive tools for the No Barriers Summit, which bring together people with special needs and disabilities, who wish to learn sports.

SOMEONE’S IN THE KITCHEN

Joann Rothman is one of the top caterers in Los Angeles for the last 10 years. Every detail is carefully planned and executed, so events unfold with an effortless grace. Joann has propelled Someone’s in the Kitchen to become a consistent market share leader in the Los Angeles and in the business, with employees. Joann has propelled Someone’s in the Kitchen to become a consistent market share leader in the Los Angeles and in the business, with employees. Joann has propelled Someone’s in the Kitchen to become a consistent market share leader in the Los Angeles and in the business, with employees. Joann has propelled Someone’s in the Kitchen to become a consistent market share leader in the Los Angeles and in the business, with employees.

RUPERT LAW GROUP

Located in Los Angeles, the Rupert Law Group is a small law firm that helps people start businesses in the United States. Angie, the founder, wanted to start a law firm that gave back not only to Los Angeles, but to the US as a whole. She has helped entrepreneurs from around the globe as a way to grow the US economy. The firm’s primary focus is on E2 visas. Rupert Law Group strives to make sure the American Dream is alive for those who want to start a company or business in America.

In 2016, Angie was awarded the “Hon. Benjamin Aranda III Outstanding Public Service Award” for her volunteer work with the LA County Bar Association Immigration Project. As a volunteer attorney for the LACBA Immigration Project, Angie has helped countless people through immigration issues such as DACA applications, green card applications, naturalization, and more.

EazyHold

With Kerry Mellin was cleaning the barn at her ranch back in 2014, she grabbed the broom and began to sweep, but her weak thumbs were too painful to continue. As a lifelong caregiving her to think that simply sweeping out her own barn may become a thing of the past. She grabbed some duct tape, made a loop across the broom’s handle and slipped her hand inside. It surprised her how effortless it felt having this little bit of support over the loop, which allowed her to maintain control of the broom with minimal grip and to sweep pain-free.

Today, EazyHold supplies cuffs to over 4,000 schools, hospitals and therapy centers; donates them to special needs foundations; and lends them to libraries. The company provided tools for the Victoria Society for Children with Autism, The PACER Center, Easycare and the Central Polio Foundation. The company also attends and provides adaptive tools for the No Barriers Summit, which bring together people with special needs and disabilities, who wish to learn sports.

SOMEONE’S IN THE KITCHEN

Joann Rothman is one of the top caterers in Los Angeles for the last 10 years. Every detail is carefully planned and executed, so events unfold with an effortless grace. Joann has propelled Someone’s in the Kitchen to become a consistent market share leader in the Los Angeles and in the business, with employees. Joann has propelled Someone’s in the Kitchen to become a consistent market share leader in the Los Angeles and in the business, with employees. Joann has propelled Someone’s in the Kitchen to become a consistent market share leader in the Los Angeles and in the business, with employees. Joann has propelled Someone’s in the Kitchen to become a consistent market share leader in the Los Angeles and in the business, with employees.

RUPERT LAW GROUP

Located in Los Angeles, the Rupert Law Group is a small law firm that helps people start businesses in the United States. Angie, the founder, wanted to start a law firm that gave back not only to Los Angeles, but to the US as a whole. She has helped entrepreneurs from around the globe as a way to grow the US economy. The firm’s primary focus is on E2 visas. Rupert Law Group strives to make sure the American Dream is alive for those who want to start a company or business in America.

In 2016, Angie was awarded the “Hon. Benjamin Aranda III Outstanding Public Service Award” for her volunteer work with the LA County Bar Association Immigration Project. As a volunteer attorney for the LACBA Immigration Project, Angie has helped countless people through immigration issues such as DACA applications, green card applications, naturalization, and more.

EazyHold

With Kerry Mellin was cleaning the barn at her ranch back in 2014, she grabbed the broom and began to sweep, but her weak thumbs were too painful to continue. As a lifelong caregiving her to think that simply sweeping out her own barn may become a thing of the past. She grabbed some duct tape, made a loop across the broom’s handle and slipped her hand inside. It surprised her how effortless it felt having this little bit of support over the loop, which allowed her to maintain control of the broom with minimal grip and to sweep pain-free.

Today, EazyHold supplies cuffs to over 4,000 schools, hospitals and therapy centers; donates them to special needs foundations; and lends them to libraries. The company provided tools for the Victoria Society for Children with Autism, The PACER Center, Easycare and the Central Polio Foundation. The company also attends and provides adaptive tools for the No Barriers Summit, which bring together people with special needs and disabilities, who wish to learn sports.

SOMEONE’S IN THE KITCHEN

Joann Rothman is one of the top caterers in Los Angeles for the last 10 years. Every detail is carefully planned and executed, so events unfold with an effortless grace. Joann has propelled Someone’s in the Kitchen to become a consistent market share leader in the Los Angeles and in the business, with employees. Joann has propelled Someone’s in the Kitchen to become a consistent market share leader in the Los Angeles and in the business, with employees. Joann has propelled Someone’s in the Kitchen to become a consistent market share leader in the Los Angeles and in the business, with employees. Joann has propelled Someone’s in the Kitchen to become a consistent market share leader in the Los Angeles and in the business, with employees.
NOTABLE FAMILY-OWNED BUSINESS

KING NUTRONICS CORPORATION (SMALL COMPANY)

K ing Nutronics Corporation is the industry leader in pressure, temperature, torque and force measurement for defense, aircraft, oceanic, petrochemical and utility industries. The company is known worldwide for the accuracy and durability of its systems.

Founded by J. Robert King in his garage in 1959, his daughter, Leslie King, and her husband, Rudy, continue the company. The 21,000 square-foot headquarters and manufacturing facility is based in Woodland Hills and houses a climate controlled calibration laboratory.

King Nutronics has been a solutions provider for the U.S. Department of Defense, foreign military, aerospace, pharma, and oil and gas industries for almost 60 years. Other clients include the United-Nations Armed Forces, NASA and multiple companies worldwide.

King Nutronics is renowned for the ongoing customer support and service of its products. The company stocks replacement parts and supplies for all of the instruments manufactured. King Nutronics’ dedicated sales and support staff will ensure that any problem that arises will be resolved quickly, efficiently and with a minimum amount of downtime.

The company also specializes on individual client’s needs that cannot be met with off-the-shelf products. King Nutronics’ experienced staff of engineers can design and manufacture custom test and measurement instruments for specialized applications, and adopt the company’s existing instruments and systems to meet their customer’s unique requirements.

King Nutronics has always been philanthropically involved and supports Pacifi c Lodge Youth Services, Optimist Youth Homes & Family Services and the National Children’s Chorus. Leslie King is a member of the Women’s Leadership Council and AGC Women. She was honored at the Optimist Youth Homes & Family Services’ Mentor Awards Gala 2018. Leslie also served as chair of the Pacific Lodge Youth Services’ Board of Directors, before she moved on to the position of vice president.

SOMEONE’S IN THE KITCHEN

T he story – working long hours but always keeping a smile on their face – is nothing new. Ismael and Rudy, the diner features all the all-American staples and sides, like hamburgers, fries, milkshakes and broad selection of local favorite breakfast options. The team at the small family owned and operated company put in long hours and provides some of the best homemade meals in town. They are the type of company that is the backbone of America in that they are a hard-working success story – working long hours but always providing great food at affordable prices and treating superb and friendly service.

STEPP COMMERCIAL

S tepp Commercial specializes exclusively in the disposition, acquisition, and exchange of multifamily investment properties in the greater Long Beach area (with a 44 percent market share) and in other key sub-markets of Los Angeles including Santa Monica, Hollywood, and additional Westside areas. Robert and Kimberly Stepp founded the firm just five years ago and it is now the leading multifamily-specialized brokerage firm in the Los Angeles market with the sale of more than $1 billion in properties since inception.

The Los Angeles area submarkets that Stepp Commercial focuses its efforts in are some of the nation’s most competitive for apartment sales, but the firm has made a solid and consistent commitment to a client-centric approach and using institutional-level marketing for every apartment property no matter how large or small. This is unique because every property the firm puts on the market benefits from world-class marketing, powerful messaging and compelling images in carefully chosen media outlets.

NOTABLE FAMILY-OWNED BUSINESS

RISING REALTY PARTNERS (SMALL COMPANY)

R ising Realty Partners was founded in 2011 by father and son Nelson and Christopher Rising, both personnel LA 500 members. Rising Realty Partners is one of Los Angeles’ most important real estate investment and operating platforms, specialized in creating world-class commercial properties. The company is renowned for developing some of California’s signature projects and communities including Playa Vista, Mission Bay in San Francisco and the U.S. Bank Tower in Los Angeles.

Rising Realty Partners has also been a key figure in the recent revitalization of Downtown Los Angeles. The company acquired and turned around several large-scale historic properties including the Hallmark, The Coliseum OU and The Trust Building. These properties have attracted transformational retail and creative companies to Downtown, fueling the region’s recent urban renascence and improving the neighborhood and community. The company also acquired and operates one of Downtown’s most successful skyscrapers, the One Gil Place.

Rising Realty Partners is deeply involved with professional and community organizations. The company’s founders and executives serve on board positions or on otherwise active members in the Building Owners and Managers Association Los Angeles, the Urban Land Institute, the Commercial Real Estate Development Association (ViARC LiEDC), NAIOP, the networking coalition CREWLA, and the UCLA Alumni Center Real Estate Alumni Group.

Rising Realty Partners’ founders serve on the Board of Directors of some of California’s most important nonprofit and cultural organizations, such as Cal State Institute of Technology, The Los Angeles Philharmonic, River LA, and Loyola Law School. The company also partners with The People Concern and is a stakeholder in the Downtown Center Business Improvement District and NAAIC Core of ID.

In short, Rising Realty Partners is a great example of a family-owned business, and as Los Angeles based, vertically-integrated real estate investment and operating platform, it continues to specialize in creating world-class commercial properties.

SWEET CHERRIES DINER

S weet Cherries Diner is a small local restaurant in the Sunland area that has become the meeting spot for many employees of the local businesses and service organizations. Run by Dest Ganjaro, his wife Lady, and sons Ismael and Rudy, the diner features all the all-American staples and sides, like hamburgers, fries, milkshakes and broad selection of local favorite breakfast options, among all the other staples of a classic, timeless diner restaurant for all ages.

The team at the small family owned and operated company put in long hours and provides some of the best home cooked meals in town. They are the type of company that is the backbone of America in that they are a hard-working success story – working long hours but always providing great food at affordable prices and treating superb and friendly service.

VROMAGE

F or years, people have sought out a dairy-free alternative to a staple in the human diet: cheese. The finest cheeses are of course, cultivated and crafted, fermented and perfected. And now, finally, there is a cheese that’s as good for you as it is for the animals. Since Vromage first opened the doors to its quaint West Hollywood store in 2014, the artisssian goyer vegan cheese shop has made a splash in L.A.’s dairy-free, vegan cheese scene. Hospitals, doctors, lactose intolerants, nutritionists, dieters, chefs, cooks, celebrity vegans, and non-vegans have all become great supporters and customers on a regular basis.

Vromage founder, Yousef Fakhouri has been refining his product since he first began at le Vegan in Los Angeles in 2009. After years of passionate persistence, his product has evolved into the uniquely diverse masterpiece that it is today. Vromage offers superior-quality artisan cheeses made from nuts and aged to perfection. They are arguably the best substitutes for dairy cheese available.
How toEffectively Run a Family Business

By DR. BETTY URIBE

Running a business is not easy, especially if it’s a family business. When I think of a family business, the expectations for a relative are different from those of an employee. Developing values in business can be tough, as deliberate work issues can easily cross over to family matters. In my experience, clients tend to “brush issues under the rug,” rather than confronting a family member with a critical business issue, thereby shortchanging the business.

Family businesses and entrepreneurship play a significant role in our American culture. One of the most important things parents can teach their children is a sense of values, which can come from working together and establishing a shared sense of goals, a strong work ethic, and so much more. I know this from personal experience, both as a banker dealing with clients and their family business, and as a recipient of a family business.

Statistics show that 95% of business owners do not have a succession plan. That means only 5% of those of you reading this article have a documented succession plan for your business. This was the case in the transportation business I inherited from my father. This is when I personally developed a passion for educating my clients and loved ones, so they would not have to go through what I went through. Visiting vendors and employers while growing up was just not enough to prepare me for what was to come.

To alleviate mistakes when transferring a family business from one generation to the next, a succession plan needs to be created and executed.

Here are three steps family business owners use to effectively run their business:

1. Create a board of advisors. This consists of non-family members such as your lawyer, accountant, banker, and any business owner whom you may know and respect. Meet at least annually to review how the business is being run and discuss family roles as part of the succession plan. This is an effective way to get invaluable outside advice on critical decisions. This will also provide outside expertise in areas that may prove beneficial to the growth of the company.

2. Identify roles and responsibilities. Every employee should know what is expected of them. Don’t assume roles and responsibilities will take care of themselves. Make them clear and defined so there is an expectation of who is in charge of what. Once roles are declared, make them official and create a description of each role to share with all of those involved and create a sense of accountability. This is a good document to review with board members to make sure everyone is pulling their weight for best business practices.

3. Legally document the succession plan. If the business or family experiences a loss, nothing is more important than a documented succession plan to honor the founder’s wishes. It is good practice to consult with a succession planning specialist for your business. Have these conversations early in the business, this will allow you to investigate all options, including selling the business, liquidating, passing on to the next generation, etc. A formal succession plan should be reviewed a minimum of annually, as circumstances change, and possible heirs change their mind from time to time.

A family business can not only be a source of great satisfactions, it can also help teach financial literacy, the value of a dollar, how to work together and reminds us to think about something greater than ourselves. Now those are values any family can get behind!

Dr. Betty Uribe is Executive Vice President of California Bank & Trust. For more information, contact Dr. Uribe via betty.uribe@calbt.com.

Family Businesses in 2018 Focus on Head Count Increases and Technology Investments

EY survey looks at how family-owned businesses around the world are responding to industry disruption

Today’s family businesses are creating cultures for innovation that are nimble, foster growth and reward fresh thinking. According to the EY global family business survey 2018, family businesses from top global markets believe they are entrepreneurial (68%), foster agility and change (67%) and allow for failure in the pursuit of improvement (64%).

What’s more, global family businesses are also using social media (69%), incorporating big data (65%) and employing robotic process automation (56%). But in spite of utilizing what many class as disrupters in the marketplace, the survey finds that only 12% of global family businesses identify themselves as disrupters.

The survey data comes from 589 global family businesses from 23 global markets who each reported an average of 36 employees and an average annual revenue of $3.4 billion. The EY Global Family Business Survey was co-authored by Dr. Joseph Astrachan, Professor Emeritus, Kennesaw State University.

In response to threats caused by disruption, family businesses plan to scale their investments in technology and innovation over the next three years. According to the survey, the top areas identified by family businesses where they plan to invest in during this period include new products and services (59%), IT systems and controls (57%), human capital (53%) and production capacity (48%).

Carrie Hall, EY Americas Family Business Leader, said, “It is not surprising that family businesses are planning today to protect tomorrow’s businesses from disruption. An eye on opportunity and a focus on long-term strategy — as well as an enviable agility to move forward — have long set family businesses apart from their non-family counterparts.”

FAMILY BUSINESSES TURNING TO THE NEXT GENERATION

Many respondents in the survey recognize the role that their family’s next generation can play when it comes to identifying disruptive threats. Thirty percent of respondents note that they are utilizing younger family members’ talents “a lot” today. But only 15% indicate they rely on the next generation “a great deal” for help identifying trends that could move the business forward.

Still, that leaves the majority (55%) admitting there is more to be done when it comes to using their homegrown talent — the first generations that grew up alongside the digital revolution. Change and disruption were a natural part of their life cycle — and these generations may be well-suited to work in a digital landscape that affects every area of business.

Dr. Joseph Astrachan, Professor Emeritus, Kennesaw State University, said, “Family cohesiveness is a key ingredient in generating better financial returns for family business. The next generation grew up with the digital revolution and is used to change. It has a role to play when it comes to identifying disruptive threats or trends that could reshape the marketplace. Younger family members are digital natives and ready to rethink everything. They can make a real contribution to enhancing the innovation agenda. Engaging them early can support continuity and increase family cohesion, which are related to superior performance.”

FAMILY BUSINESSES REMAIN CATALYSTS FOR JOB GROWTH

Family businesses recognize the need for talent, both inside and outside the family, to be nurtured — and retained. The EY survey points out that roughly 50% of all global family businesses intend to create jobs in 2018, with 10% expecting increases of greater than 5%. In the US alone, this would outpace the US.

The hiring plans for family businesses are grounded in their optimism for the world economy in 2018, with 99% predicting growth in their local economies and a mere 7% predicting a contraction.

Marnix van Rij, EY Global Family Business Leader, said, “It’s good news for the global economy that family businesses have plans in place to continue embracing change into 2018 and beyond. They are the world’s economic backbone – not to mention job creators. More than half of all family businesses intend to create jobs this year. They appear to be uniquely positioned to thrive in disruptive times.”

The EY Family Business Survey 2018 is based on results gathered from 589 of the world’s largest family businesses in 23 top global markets. Valid Research, an independent research institute in Germany, used a questionnaire and conducted phone interviews in the specific country language with senior ranking family business leaders. Based on the number of companies contacted to achieve the desired sample size, a 17.1% response rate was achieved.

Information for this article was provided by EY, a global leader in assurance, tax, transaction and advisory services. Learn more at ey.com
A.

Influential Family-Owned Businesses

AMS Fulfillment: Upholding ‘Best for the World’ Standards

A

D

vantage Media Services, Inc. (AMS) is a privately owned full-service bi-coastal order fulfillment company headquartered in Valencia, CA. Majority-owned by AMS executives Ken Wiseman and Jay Catlin, the company’s 16-year history is filled with decisions and undertakings that respect and benefit the community. As a Certified B Corporation, the company is ideologically committed to uphold “best for the world” standards with regard to the community and the environment.

AMS has numerous achievements as a job provider. Partnering with a local community college, College of the Canyons, AMS has created and begun a Nationally Certified Apprenticeship Program in Logistics, which is one of the fastest-growing fields in the US, and AMS is proud to have played a role in originating this apprenticeship program, which is offered free of charge to its employees. The company has also begun a pre-apprentice program and established free adult education classes for its employees on campus.

For years AMS has made it possible for underserved populations in the community to find work. This includes youth from at-risk environments, individuals with disabilities, individuals that are homeless, persons affected by ageism, persons reentering society after having been justice-involved and single parents. Many individuals in the community who face obstacles in being hired have come to AMS and successfully improved their lives.

PASSION

The company has consistently supported charitable and social causes over the years, with executives directly participating. These include the Sheriff’s Youth Activity League, Search & Rescue Team and Sheriff’s Foundation; Green Santa Clarita; Five Key Charter Schools; Single Mother’s Outreach, the LA Cancer Challenge and Senior Corps among others.

In addition, the AMS executive branch has established working relationships with many organizations in the community. A partial list includes: Veteran Services Collaborative; the SCV Sheriff’s Department; the Youth Activity League; SCV Search & Rescue; First Responders; Goodwill Industries; Pleasant- view Industries; the Mayor’s Committee on Employment of Individuals with Disabilities; LA County and the Department of Workforce Development, Department of Rehabilitation, Aging and Community Service (WDACS); Los Angeles Mayor’s Office of Economic Opportunity, Office of Reentry; Single Mothers Outreach; Human Ummah Foundation and the Earth Day Organization. AMS administration and associates also step up during the holidays to support organizations that provide meals and gifts to individuals in the community who are in need. Giving back to the community is a very big part of the culture at AMS, and the entire company takes great pride in this “giving” culture.

The professional association that AMS is most proud to be a part of is the B Corporation community. As a B-Corp (Social Enterprise), AMS joins with some of the most admired businesses in the US. These are businesses that seek to prove, through the way they do business, that a company can be both profitable and good for the world.

Dedication to the wellbeing of all is a big part of working at AMS. For AMS management and associates, working is not just a job, but an opportunity to advance and grow, gain education and training and lift up family and community.

For more information, visit AMSFulfillment.com

QMH

Quality Material Handling Inc.

www.qmhinc.com | 800-404-RACK

“YOUR WAREHOUSE SOLUTION SPECIALISTS”

to our customers who have trusted in us & our team who have been dedicated to supporting our vision the past 28 years

THANK YOU
Galpin Motors: A Legacy of Forward-Looking Excellence

Galpin Motors has been a family-owned business since Frank Galpin opened it in 1946. Bert Boeckmann started working as a mechanic at Galpin Motors—at age 23—in August of 1953. Fortunately, it was a meeting of like minds as Galpin and Boeckmann agreed on how business should be conducted and how customers should be treated, taking fresh and innovative approaches to automotive retailing and service. Bert quickly rose through the ranks at Galpin becoming top salesman at Galpin Motors in 1954, manager at Galpin the following year and eventually became Galpin’s sole owner in 1964.

About this time, Galpin and Boeckmann divined that the business and its potential were somewhat limited by the size and location of the original San Fernando Road dealership properties, and began developing their ideas of an “automotive department store.” This dealership would feature dealerships within dealerships, elegant showrooms and offices, a state of the art service facility, room for a massive inventory, and a comfortable, table where you can discuss your wants and needs with professionals in a relaxed atmosphere. Property was secured “on Roscoe Boulevard, just off the 405” freeway in a more northern and fast growing part of the Valley. Planning and construction began in 1965 for what would become “Galpin Square.”

The newly built, multi-faceted property allowed Galpin Motors to expand in many directions. Among them was the notion of dealer level customization, ultimately coined as Galpinizing. Of course, custom shops and customer builders had operated in Southern California, but Galpinizing gave customers the opportunity to make their new car truly theirs with all manner of custom paint treatments, special wheels, specially trimmed interiors, and performance options. Boeckmann and various Galpin teams used this innovative approach to commercialize the growing custom van – one being known as the “Starlet Van.” Galpin was the first dealership to create custom conversion vans and sell them to the public, virtually creating a new whole segment of the R.V. business and recreational vehicle movement of the 1960s and 70s. These vans were equipped with beds, carpet, inoac, bathrooms, custom cabinets and even raised roofs. Galpin also was the first dealership to sell the Galpinizing off road trucks with winches, gun racks, spotlights, hoods and body lifts. The Galpin Square properties were so attractive and customer friendly that they appeared in many Ford advertisements and television commercials.

Bert married his elegant and accomplished wife Jane in 1966, and together they are the proud parents of 5 children, and so far, 12 grandchildren. Galpin Motors has grown to become one of the most successful and influential transportation dealership groups in the world, numbering more than ten premium automotive brands with dealerships in the San Fernando and Santa Clarita valleys, plus Hollywood Studios Rentals and a substantial commercial truck leasing division. Galpin Ford is #1 in the world in Ford sales for 28 years in a row! Listing the many government, civic, and service awards recognizing their considerable community, faith based, and political achievements would fill many more pages. Bert is particularly proud of the many top sales and service awards he and Galpin have been recognized with over the past eight decades. Bert enjoyed a successful 16-plus year tenure as a Los Angeles Police Department Commissioner, and was inducted as an honored member of the Horatio Alger Association of Distinguished Americans in 1995, being the first automobile dealer to earn this distinction. He and Jane have each, and individually, been bestowed the Fernando award (Jane being the first woman to be so recognized), which is the highest civilian award for volunteerism and philanthropy in the San Fernando Valley, supported by the Valley Commerce, civic and philanthropic organizations, entrepreneurs and corporations located in the San Fernando Valleys.

Several of the Boeckmanns’ children, nieces, nephews, grandchildren, and other family members are taking on ever more active roles in their various business interests. Son Beau, who literally and figuratively grew up at Galpin Square, has taken active and important management roles at the company, currently President and Chief Operating Officer of Galpin Motors. Beau has brought fresh thought and innovation to the company in many ways, and has been the catalyst for the addition of many new vehicle brand lines to the Galpin stable. His taste for and interest in dealer level customizing, and the continuation and expansion of the original Galpinizing philosophy led to the birth of the Galpin Auto Sports (GAS) custom/ restoration shop and parts and accessories showrooms at Galpin Square. The younger Boeckmanns were also one of the hosts and prime movers during the Pimp My Ride television show’s filming and production access to Galpin Square.

The Boeckmanns clearly have no immediate plans to retire, freely admitting that everything they do is too much fun to give up in exchange for the proverbial rocking chairs. Learn more about Galpin Motors by visiting galpin.com.

F. Gaviña & Sons: Los Angeles’ Own Coffee Roaster

F. Gaviña & Sons is L.A.’s own coffee roaster – has grown from humble beginnings to become one of the largest family-owned coffee companies in the United States and the nation’s largest privately-held minority roaster. Aside from making its iconic premium brand Don Francisco’s Coffee, it also makes: Gaviña Gourmet Coffee, Jose’s Gourmet Coffee, and Cafe La Clave Espresso. And last year, to coin a phrase, it also makes: Gaviña coffee companies in the United States and the world.

Galpin was the first dealership to create custom conversion vans and sell them to the public, virtually creating a whole new segment of the R.V. business and recreational vehicle movement of the 1960s and 70s. We want people to feel good about drinking our coffee, not only because it tastes good, but also because it does good, and that commitment influences every business decision we make,” said Michael Gaviña, the company’s Director of Procurement. “Respecting people and giving back to the community is a cornerstone of our family tradition, and preserving natural resources and our environment for future generations of our family and yours is a top priority.”

Galpin was the first dealership to create custom conversion vans and sell them to the public, virtually creating a whole new segment of the R.V. business and recreational vehicle movement of the 1960s and 70s.

“Galpinizing was our first and only choice for the cafe.”

As proud Angelenos, DTLA was our first and only choice for the cafe.”

We want people to feel good about drinking our coffee, not only because it tastes good, but also because it does good, and that commitment influences every business decision we make,” said Michael Gaviña, the company’s Director of Procurement. “Respecting people and giving back to the community is a cornerstone of our family tradition, and preserving natural resources and our environment for future generations of our family and yours is a top priority.”

“Galpinizing was our first and only choice for the cafe.”

While their focus has shifted over the years from growers to roasters and wholesale distribution, for the Gaviña’s the end goal has remained the same: creating a great cup of coffee. And on any given day, you will see Francisco’s sons, Paco, Pedro, and José, and his daughter, Leonor Gaviña Valls, along with many of their children, personally involved in every step of the process – from sourcing and selecting the finest 100% Arabica beans, cupping samples as they arrive, to overseeing the roasting and production, and even using multiple Q Graders (akin to wine sommeliers but for coffee) to ensure the consistent quality of their beans.

“It’s rare to find a company today that’s managed by people born and raised in an arhal profession, who remain as passionate as ever about their product. We are fortunate that our family and our brand have stood the test of time, but the story is far from over,” said Leonor Gaviña Valls, Vice President of Marketing for F. Gaviña & Sons, Inc. “We look forward to our children and future generations continuing to make coffee – just as proud by continuing the tradition begun by my father many decades ago.” Learn more about F. Gaviña & Sons at gaviina.com.
Family-Owned Businesses Outperform Peers in Every Region and Sector

Credit Suisse Research Institute publishes its third report on family-owned companies

The Credit Suisse Research Institute (CSRI) report reviews the investment case for family-owned companies and reveals that they have outperformed broader equity markets in every region and sector by an annual average of around 400 basis points per year since 2006. The financial performance of family-owned companies is also superior to non-family-owned peers. Furthermore, family businesses appear to focus more on long-term growth and their share price returns have been stronger than their peers.

The CSRI has researched the characteristics and the benefits of family-owned companies for almost a decade. The report “The CS Family 1000” deepens the understanding of this topic through an analysis of close to 1,000 family-owned, publicly-listed companies by region, sector and size (small cap, mid cap and large cap). In addition, a survey of more than 100 family-owned companies was conducted to test the conclusions from the analysis.

Eugène Klerk, Head Analyst of Thematic Investments at Credit Suisse and the report’s lead author said, “Family-owned businesses are outperforming their peers in every region, every sector, whoever their size. Our research seems to suggest that investors are not too concerned about the level of ownership but rather how involved the family owners are in the daily running of the business. This seems to be at the core of the success of family-owned companies, in our view.”

KEY FINDINGS:

Family-owned companies outperform.

Since the start of 2006 the family-owned companies basket generated a cumulative return of 126% thereby outperforming the MSCI AC World index by 55%. This implies an annual average ‘alpha’ of 392bps.

Family-run businesses boast superior growth and profitability.

The financial performance of family-owned companies is superior to that of non-family-owned businesses. Revenue and EBITDA growth is stronger, EBITDA margins are higher, cash flow returns are better and momentum in gearing is more moderate.

Family-owned companies have a longer term and conservative focus.

The surveyed family-owned companies show a strong preference for conservative growth. New investments are largely financed through organic cash flows or equity whereas more than 90% of companies believe they have greater focus on quality, long-term growth than non-family-owned peers.

Valuation is not too much of a concern.

On a sector-adjusted P/E basis the report found that family-owned companies trade on a 2% premium to non-family-owned companies, much less than the historical average of 12%.

Succession risk may be overstated.

The report showed that first and second generation family-owned companies generated higher risk-adjusted returns than older peers during the past 15 years. The report does not see this to be due to succession related challenges but a reflection of business maturity. The report illustrates that younger family-owned companies tend to be small cap growth stocks, which has been a strong performing style during the past 15 years.

Governance slightly weaker but does it really matter?

The HOLT governance scorecard (HOLT is a Credit Suisse platform that provides investment analysis) suggests that family-owned companies score slightly lower than non-family-owned companies. While a strong corporate governance structure can help identify whether a firm is correctly incentivizing its management, it is not the only mechanism through which companies can generate superior cash flow returns.

The Credit Suisse Research Institute is Credit Suisse’s in-house think tank. The Institute was established in the aftermath of the 2008 financial crisis with the objective of studying long-term economic developments, which have – or promise to have – a global impact within and beyond the financial services. Further information about the Credit Suisse Research Institute can be found at credit-suisse.com/researchinstitute.

We thank our valued employees, loyal clients and our community for our success as a family-owned business. AMS Fulfillment is honored to be acknowledged, along with the other successful family-owned businesses in Los Angeles.

Family-Owned Businesses Outperform Peers in Every Region and Sector

‘Our research seems to suggest that investors are not too concerned about the level of ownership but rather how involved the family owners are in the daily running of the business.’

We thank our valued employees, loyal clients and our community for our success as a family-owned business. AMS Fulfillment is honored to be acknowledged, along with the other successful family-owned businesses in Los Angeles.