

ORANGE COUNTY BUSINESS JOURNAL

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THE COMMUNITY OF BUSINESS™

MARCH 5-11, 2012

THE LISTS

AUTOMAKERS

1. General Motors	2. Ford	3. Chrysler	4. Stellantis
5. Subaru	6. Toyota	7. Honda	8. Nissan
9. Volvo	10. Jeep	11. Lincoln	12. Mercedes-Benz

Automakers **page 10**
Auto Dealers **page 12**

FIFI'S BEST



Culinary Icons **page 15**

ADVERTISING

Excellence In Entrepreneurship
PAGES A-23-A-54

Gallery of Fine Homes
PAGES B-56-B-59

Investment Properties
PAGES 64-65

Who's Building OC	67
OC Law Guide	68
Business Svcs.	67, 68, 69, 70, 72
Executive Suites	71
Web Connect	72

MAIL TO:

Built by Irvine Company, Furnished by Pimco

That's the Plan on Newport Center HQ for Bond Trader

By MARK MUELLER

Details are starting to emerge on the most prominent office building to go up in Newport Beach in nearly 30 years.

The Business Journal got an early look at renderings of the 650 Newport Center Drive headquarters being built by Irvine Company for investment manager Pacific Investment Management Co., both based in Newport Beach.

The 380,000-square-foot building could be Orange County's most valuable office once it is completed near the end of 2013, thanks to its high-profile Newport Center location and a lease that makes Pimco—the world's largest bond investor and part of

► Pimco 73

First look: rendering of 650 Newport Center Drive, where portfolio managers often start work as early as 4 a.m.

Whatever Happened to Isuzu?

Anaheim-Based Brand Keeps on Truckin'

By KARI HAMANAKA

Isuzu Motor Ltd. didn't get enough love from American customers during its nearly three decades of selling sport-utility vehicles here—a run that ended when it pulled out of the passenger-vehicle market three years ago.

It's been the opposite for the company's Anaheim-based commercial truck business.

Isuzu Commercial Truck of America Inc. is alive and well, despite a rugged ride through the recent recession. It sold upward of \$400 million in trucks last year to businesses ranging from bakeries to commercial landscapers.

It's a utilitarian sales proposition compared with the sizzle that went into marketing Isuzu's sport-utility vehicles with the comical "Joe Isuzu" character as its pitch man.

"When you're on the SUV [passenger] side, it's more emotion-based," said Brian Tabel, retail marketing manager at Isuzu Commercial. "You like certain colors or you like a certain style vehicle, and that's what you gravitate towards. People



The Reach: newly developed commercial van costs \$60,000

that buy our trucks—there's no emotion in the purchase. It's more necessity."

Isuzu Commercial is part of Japan-based parent Isuzu Motors Ltd.'s \$17 billion-a-year business that includes worldwide sales of commercial trucks and diesel engines.

► Isuzu 74

Battle Lines Set on CoreLogic's Future

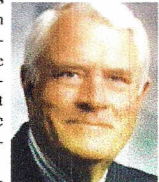
CORPORATE: Highfields not happy, pushes for exec changes

By MARK MUELLER

Santa Ana-based CoreLogic Inc.'s two largest shareholders have opposing views on the best long-term strategy for the real estate data and analytics company, a divergence that appears to set the stage for drama over upcoming months.

CoreLogic last week said it has decided to stay the course as an independent company

► CoreLogic 74



Skilling: current plan has "greater potential for stockholder value creation"

Surf City Solar Firm Turns Long Ties Into Profits

TECHNOLOGY: Public-sector clients a key in tough niche

By CHRIS CASACCHIA

A Huntington Beach-based solar energy provider established less than three years ago by prominent executives with Orange County ties has hit profitability and is projecting \$250 million in 2012 contracts.

PsomasFMG LLC has benefited from its executive team's deep connections throughout California in finance, government relations and sales and marketing to find a niche in the region's growing clean technology industry

► Psomas 66

Irvine Energy Firm Gets Kentucky Coal

ENERGY: Buys 40% of mine for thermal energy

By JANE YU

Irvine-based energy company Universal Bioenergy Inc. has acquired a 40% stake in a Kentucky coal producer in a deal expected to deliver \$53 million in annual revenue during the next five years.

Universal produces and markets natural gas, petroleum, coal and propane, with a customer base of public-utility companies, electric power producers and gas-distribution companies. It's run by five people here, more than

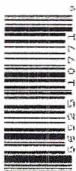
► Coal 74

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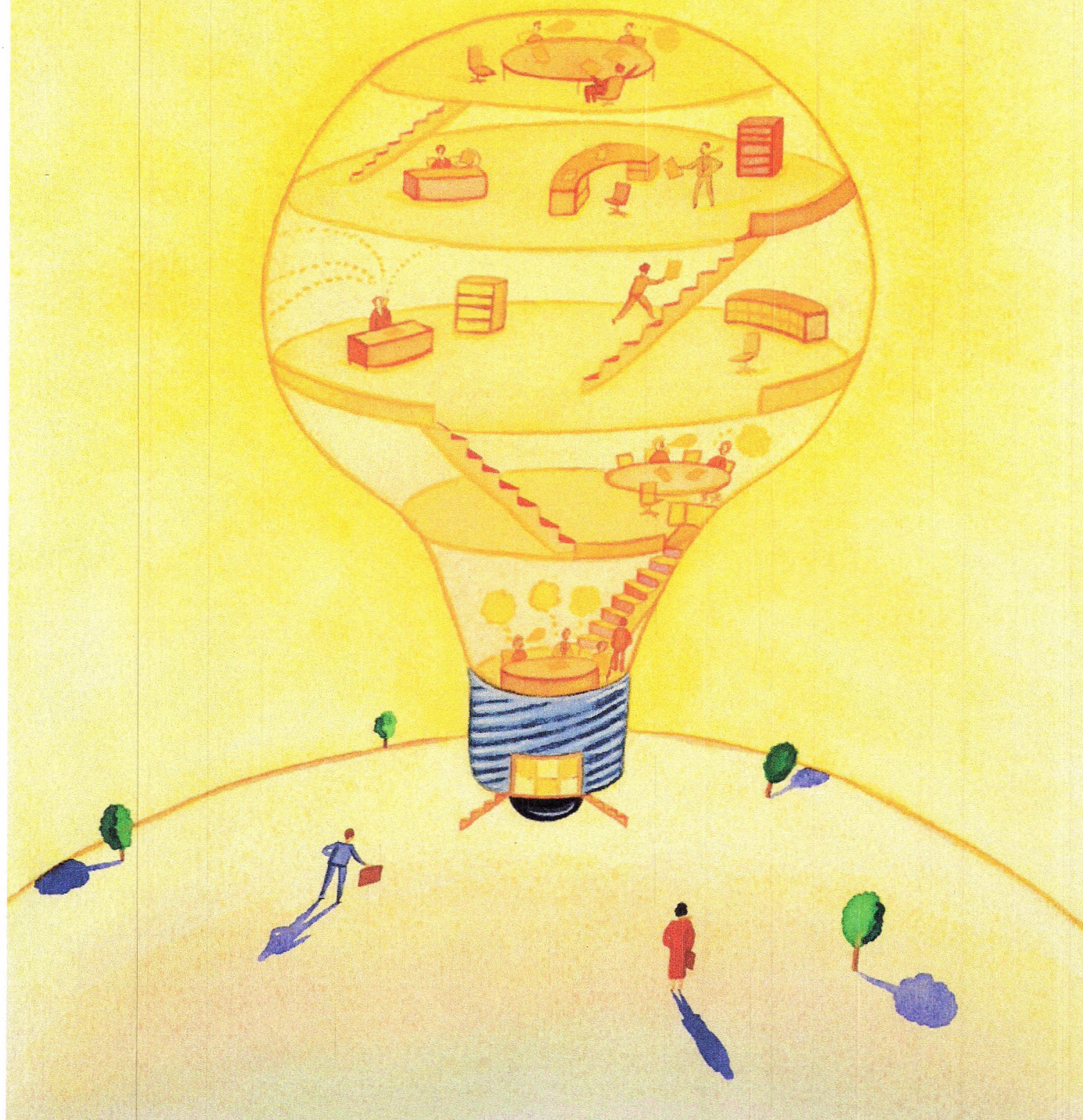
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2012 NOMINEES

Bremer Whyte Brown & O'Meara LLP, Newport Beach**Keith Bremer, Founding Partner****Nicole Whyte, Founding Partner**

In 1997, Keith Bremer and Nicole Whyte founded Bremer Whyte Brown & O'Meara LLP.

Today, the firm has 80+ members and full-service offices in Los Angeles, Newport Beach, Northern California, Las Vegas, San Diego, Arizona and a satellite office in Riverside.

Keith has extensive experience in all aspects of civil litigation, including general business and corporate, construction defect, municipal defense, personal injury and general liability. Prior to forming Bremer Whyte Brown & O'Meara LLP, Keith was the managing partner of the Riverside office at Smith, Smith & Kring where he functioned as lead trial counsel and was responsible for the day-to-day management and operation.

Nicole has handled hundreds of complex, multi-million dollar lawsuits. In a survey conducted by *Los Angeles Magazine* and *Super Lawyer Magazine*, Nicole was named a "California Super Lawyer."

Nominated by Melissa Culp of Kaleidoscope

**Cristophe Salon, Newport Beach****Jennifer Fontana, Owner****Scott Fontana, Owner**

Originally established in 1999, Cristophe Salon Newport Beach was reopened in 2010 under new ownership by husband and wife team, Scott and Jennifer Fontana. Together they have successfully owned and operated salons nationwide for the past sixteen years. Scott is a highly recognized hair stylist and Jennifer is a colorist who has earned the title "Best Blonde Maker" by *Improper Bostonian* magazine two years in a row.

Both industry experts in business operations, management and professional development, Scott and Jennifer successfully infused new life into the salon carrying with them their strong reputation for unparalleled five-star customer service and a brand new business model.

Within the first year, Scott and Jennifer turned profits around, restoring the once-failing salon into a beautiful, upscale destination where hundreds of clients visit each week.

Nominated by Amy Greenburg of Bolt PR

**Corent Technology, Aliso Viejo****Feyzi Fatehi, Chief Executive Officer**

Feyzi Fatehi has served as CEO of Corent Technology since 2006. He has spent his career building high-performance, high-tech organizations including multiple independent business units at HP and four technology startups in Silicon Valley and in Southern California with valuations ranging from \$100 million to \$1 billion.

Corent has received numerous honors including being named the "Emerging Software Company of the Year" in 2009 by the Technology Council of Southern California and "Best Investment Opportunity" awarded by the Harvard Entrepreneurs Conference. Feyzi has also spearheaded Corent's strategic and global alliance with IBM. In September 2011, IBM named Corent as the first "certified technology provider partner to IBM Cloud."

Feyzi has also been invited to give a keynote at Fluor Corporation's new headquarters in Texas on the topic of building a global corporate culture of innovation and entrepreneurship.

Nominated by Jim McCluney of Emulex

**creative blend/118 degrees, Costa Mesa****Jenny Ross, Executive Chef/Owner**

Jenny Ross opened her first restaurant, Taste of the Goddess, at the beginning of the raw food rush in Los Angeles. After serving up Hollywood's celebrity clientele, Jenny opened 118

Burnham Gibson Financial Group Inc., Irvine**Darin Gibson, President**

Darin Gibson has made some bold choices and unprecedented moves during his young career. The decisions he has made amid a down economy have built Burnham Gibson Financial Group Inc. into a full-service financial advisory firm with 23-employees strong and manages more than \$450 million. Darin has worked in Orange County for more than 15 years, is a frequent speaker and media contributor, and regularly recognized as a top financial advisor.

In 2010, Darin realized he could do things differently. While many financial service providers are one-man shops who juggle multiple hats when dealing with the varied needs of clients, Darin saw opportunity to invest in a strong infrastructure with a team of professionals who would better serve the needs of today's individuals and corporations.

Closing 2011 with 34% growth, Darin's firm looks to keep momentum in 2012 by adding personnel in Los Angeles, San Francisco and San Diego.

Nominated by Stephanie Olesen of beyondFIFTEEN

**Business Communications Solutions, Irvine****Sunny Rajab, Chief Executive Officer**

Sunny Rajab started her own telecommunications and IT business when she was barely out of high school. In an intimidating industry dominated by men, she did not let anyone stand in her way.

Now the CEO of Business Communications Solutions (BCS), Sunny's vision is to provide businesses with one place to find all of their technology. BCS provides consulting, design, implementation and support for business phone systems, computer networking, video conferencing and more.

Despite the economic recession, Sunny has managed to continuously boost her company's bottom line with innovative technology and forward-thinking solutions to her customers' greatest needs. BCS is the top seller of IT and business phone systems in Orange County, achieving revenue growth since its launch in 2004.

Outside of BCS, Sunny is a member of the National Association of Women Business Owners and promotes the growth, stability and profitability of women-owned businesses in Orange County.

Nominated by Audrey Agahan of Business Communications Solutions

**Center for Peak Performance, Aliso Viejo****John O'Keefe, Executive Coach/Breakthrough Specialist**

Dr. John O'Keefe is a breakthrough specialist who brings a practical approach to his Peak Performance training for entrepreneurs, salespeople, celebrities, athletes and others. John works with his clients to eliminate self-limiting behaviors that block their success. He helps clients achieve their goals by "getting out of their own way" implementing successful/good habits and eliminating negative habits. He is an expert in rapid transformation and the subconscious mind.

John works with individuals in private sessions as well as groups, sales teams and companies.

Additionally, he is a stress management expert who helps individuals and companies manage stress and increase productivity. John is also an award-winning speaker and author of three books.

Nominated by Mark Risner of the Law Office of Mark T. Risner

**Charter Pacific Lending Corp., Irvine****Babak Moghaddam, President**

After Babak Moghaddam graduated from University of Southern California in 1985, he entered the mortgage industry as a compliance auditor at the Bank of New York and completed his Masters in Business Administration two years later.

Babak quickly discovered the mortgage industry was lacking high-level, well-educated advisors who truly understood the significance of proper mortgage planning. After 17 years in the traditional mortgage banking world, Babak transformed his vision into his own practice in 2002 when he formed Charter Pacific Lending Corp.

Charter Pacific Lending Corp. has built a strong reputation as a leading mortgage brokerage firm, serving the lending needs of real estate professionals, builders and individual homebuyers throughout California. The company has an experienced staff offering expertise in every area of mortgage lending and access to a full-range of mortgage sources. The company's lending specialists are dedicated to finding the right loans with the best rates, terms and costs to meet clients' unique needs.

Nominated by Ramin Behnam of California Bank & Trust





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