

GOLD COAST

EXECUTIVE FORUM



About 50 top executives and business owners gather at the Westlake Village Inn on Feb. 16.

C-SUITE EXECS HEAR WHY THE M&A MARKET REMAINS HOT

Photos by DAVID SPRAGUE

About 50 business leaders met Feb. 16 at the Westlake Village Inn to catch up with each other and listen to a panel discussion about the blistering market for mergers and acquisitions.

The event was part of the Gold Coast Executive Forum, an invitation-only, thrice-yearly gathering of business owners and C-level executives who mostly are based in the Conejo area. Gold Coast is produced by the Business Journal and Brent Reinke, a business lawyer with the Stradling Yocca Carlson & Rauth law firm in Westlake Village.

Before dinner, the executives listened to a panel of experts who talked about the merger and acquisition and financing outlook for the year. They agreed that last year was unusually busy for business transactions, particularly for mid-market companies. Among the reasons: many mergers or sales were postponed from the pandemic year of 2020 and aging baby boomer business owners continue looking to make their exit. But a primary driver was the phenomenal amount of investment money earnestly seeking good deals.

The panelists also said they believed the hot market may slow only a bit this year, if at all, undaunted by the likelihood of higher interest rates.

The panelists were:

Scott Berejikian, a co-founder of CenterPoint M&A Advisors in Woodland Hills. He has been advising mid-market business owners in M&A transactions as well as private placements of debt and equity since 1998.

T.J. McCaffrey, a director of Atar Capital in Century City. Formerly with Goldman Sachs & Co., McCaffrey focuses primarily on Atar's origination and business development initiatives.

Steve Nielsen, president of BTTN Technology, based in Seattle. He is a C-suite and private equity expert.

The panel was moderated by Reinke. Aside from his work as a lawyer who focuses on transactions and emerging company issues, Reinke is a co-founder and director of a business as well as the founder and chair of the Bio Science Alliance, a nonprofit that creates community and provides resources for the life sciences cluster in the Conejo Valley.

Gold Coast is sponsored by Cresa, which exclusively represents commercial tenants; HCVT, an accounting firm with an office in Westlake Village; Parker Brown, a general contractor based in Canoga Park, and the Stradling law firm.

Photos from the event are on the following pages.

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AT THE EVENT

1 Panelists **T.J. McCaffrey** of Atar Capital, **Scott Berejikian** of CenterPoint M&A Advisors and **Steve Nielsen** of BTTN Technology.

2 **Mark Suski** and **Sharon Rubin**

3 **Alex Sheshunoff** and **Alex Vorissis**

4 **Liz Stretton-Reinke** and **Shoshana Zimmerman**



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AT THE EVENT

1 Business Journal Publisher **Charles Crumpley** makes introductory remarks.

2 **Andy Devine, Scott Nicholson** and **James Spitzer**

3 **Brent Reinke**, standing, asks questions of the panelists.

4 **Brant Nave** and **Brent Reinke**



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AT THE EVENT

1 Chris Collier, Jeremy Principe and Tony Principe

2 Tom Harding

3 Ravi Achar

4 Patrick Manning and Sam Bachstein

5 Michael Weiser, John Parker and Brian Lee



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