

LEADERS OF INFLUENCE: Investment Bankers



THE INITIAL “KICK OFF MOMENT” FOR MANY OF THE REGION’S GREATEST BUSINESS SUCCESS STORIES CAN BE traced back to the meetings that entrepreneurs had with forward-thinking, insightful and creative investment bankers.

These are the experts that really get our great ideas and concepts on the right track. The best of them will wear multiple hats, providing incredibly valuable guidance and advice while helping their clients raise money in the capital markets.

The right investment banker does more than provide an infusion of cash for your business. He or she – and the institution they represent – can genuinely prepare your organization (with the right resources, capital and guidance) for the next level of growth and beyond.

Welcome to the 2021 installment of our annual roundup of some of the best and most successful investment bankers in the region. In these pages, you’ll find profiles describing many of the genuine leading lights in a profession that has become more important than ever – and a snapshot of what makes them great.

Congratulations to the trailblazing professionals who made this list and thank you for your contributions to the local business community’s success.

Methodology: The professionals featured in these pages did not pay to be included. Their profiles were drawn from nomination materials submitted to the Los Angeles Business Journal. Those selected for inclusion were reviewed by the editorial department and chosen based on a demonstration of impact made on the profession and on the Los Angeles community.



DAVID BONROUHI

Managing Director
Calabasas Capital

David Bonrouhi has 25 years of experience in investment banking and private equity. Prior to forming Calabasas Capital, in partnership with its broker-dealer affiliate Fallbrook Capital, in 2009, Bonrouhi worked at Merrill Lynch, UnionBanCal Equities, Blue Line Capital, and Hunter Chase. What makes him unique is his candor (he tells it like he sees it) and ability to close deals, which is no easy accomplishment at the lower end of the lower mid-market.

Calabasas Capital's clients tend to be small, privately-held (often family-owned) businesses with revenues ranging from \$10 million to \$100 million. For the past five years, Bonrouhi has been on the board and has served as the sponsorship chairman of the 101 Corridor Chapter of the Association for Corporate Growth. He is also active with Provisors, where he is on the Executive Committee of Provisors' two core M&A groups.