

TURNING WIRELESS INTO WINE

Gary Jabara Inks Huge Napa Resort Deal After Mobilitie Sale



Gary Jabara

■ By MARK MUELLER

Until about two months ago, Newport Beach's **Gary Jabara** was the largest private owner of wireless infrastructure in the U.S.

By next month, the prominent Orange

County telecom exec will be the largest owner of commercial real estate in the chic Napa Valley city of Yountville, the Business Journal has learned.

Jabara is under contract to buy **The Estate Yountville**, a 22-acre "village-within-a-village" collection of upscale hotels,

restaurants, wedding facilities, shops, meeting space, a vineyard and other facilities in the heart of wine country.

The Estate is the largest commercial property in the city of Yountville, which is just off the St. Helena Highway, about 55

► *Napa 38*



View from retail portion of The Estate

PHOTO CREDIT: THE ESTATE YOUNTVILLE

RIA Beacon Pointe Gets KKR Investment

FINANCE: CEO Eusey sees growth continuing

■ By PETER J. BRENNAN

Shannon Eusey
Co-Founder, CEO
Beacon Pointe

Shannon Eusey has built Newport Beach's **Beacon Pointe LLC** from a UCLA school paper into the largest female-led registered investment advisory firm in the country, with more than \$20 billion in assets under management (AUM).

Now she's entering even bigger financial circles: her firm last week received a 50% investment from one of Wall Street's best-known investors, **KKR & Co.**, (NYSE: KKR), which has \$429 billion in AUM and a \$45 billion market cap.

"There was an opportunity to partner with somebody who has significant experience in wealth management," Eusey told the Business Journal.

The investment is the latest signal of Wall Street

► *Beacon Pointe 24*



Conductors aim to improve electricity transmission

Energy Boost: Upstart TS Conductor Nabs \$25M

INNOVATION: Bill Gates backing; manufacturing plant in works

■ By AUDREY KEMP

San Clemente's **TS Conductor Corp.** believes a key technology element of the electricity grid, nearly 100 years old, is more than overdue for an update.

The company, founded in 2018, is the maker of a new type of carbon composite cores that, when combined with aluminum, form conductors that it says can be used to transmit and distribute electricity around the world at a much higher efficiency than the norm for the utility industry.

► *TS Conductor 24*

OC Housing Vet Stowell Aims Small With New Venture

REAL ESTATE: ADUs for former CalAtlantic exec

■ By MARK MUELLER

Scott Stowell, the former executive chairman of Irvine-based homebuilder **CalAtlantic Group Inc.** and chief executive of its predecessor company, **Standard Pacific Corp.**, has overseen the building of tens of thousands of homes across the country, including mega-homes in some of the top residential developments in Orange County.

Now, the prominent OC housing executive, with more than 30 years of experience in the sector, has his eyes on a decidedly smaller type of housing product.

He's taken on the CEO and chairman role for **Modal Living Inc.**, a Salt Lake City-based startup

► *Modal 14*



Market for backyard homes expected to grow exponentially in California



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ARCHITECTURE:
Orange's AO has an appetite for restaurant design

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EVENTS:
400+ attend Business Journal's annual General Counsel Awards



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REAL ESTATE:
Donahue Schriber sells IE shopping center for \$121M

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LEADER BOARD:
CSUF President Framroze Virjee on school's rebirth

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OCBJ INSIDER

by Mark Mueller

Newport in Napa

It's fun to have foodie friends. It's even better to have vaunted French chefs as friends: see **Christopher Trela's** page 20 suggestions on preparing a blowout celebration meal, courtesy of Chef **Pascal Olhats**, who has turned to catering private events after his two decades-long tenure at **Café Jardin** at the **Sherman Library and Gardens** in CDM.

Gary Jabara can attest. The OC wireless exec says he has long known Bay Area Chef **Philippe Jeanty**; Jabara previously owned the famed building that once housed San Francisco's **Jeanty at Jack's** restaurant in the city's financial district. The landmark Sacramento St. property, built in 1863, was reported to be SF's second-oldest restaurant.

Jeanty at Jack's is now closed but the chef still has another site, **Bistro Jeanty**, in the Napa Valley city of **Yountville**, and it's directly across the street from the 22-acre **The Estate Yountville**.

Jabara said that keeping up with Jeanty helped him keep tabs on the city's prized resort property, which is set to be added to his growing commercial real estate portfolio; see page 1 for more on that estimated \$300 million deal, a Business Journal exclusive.

Irvine Co. is going big at **Fashion Island**, announcing plans earlier this month to build a four-story, 80,000-square-foot store for **RH**, previously known as **Restoration Hardware**.

Among the design flourishes planned for the project, located on the ocean-facing side of the shopping center, are a rooftop restaurant and wine bar enclosed by glass.

It'll be the first such RH project of its type in OC. The Corte Madera-based retailer's been aiming to up the experiential aspects of the shopping experience with its newest iterations of its stores. Irvine Co. said the new site, opening in 2024, will offer an "integrated hospitality experience."

Want an idea of what type of vibe the new design center will offer? Go to Yountville, where a similar (but smaller) RH opened in 2018; Jabara bought the multi-building site a year later for a reported \$23.5 million, among his first big acquisitions in the city.

Expect fine dining at the new Fashion Island spot. Jabara says the eatery on-site at the Napa Valley RH, the chain's first stand-alone restaurant, does well enough on its own to nearly cover the rent for the traditional retail-portion of the property.

Change of another kind for OC's largest shopping center: **David Grant**, **South Coast Plaza's** general manager and the company's current longest-standing employee at over 44 years, last week announced his retirement.

Grant was invited in 1977 by his father-in-law, the late **Henry Segerstrom**, to join the family business. Grant became GM in 1995, and never stopped changing with the times. In the early days of the pandemic, he developed **The Pavilion**, an open-air shopping area that was located in the **Hermès** valet parking structure.

Said **Katrina Foley**, OC Supervisor and the former Mayor of Costa Mesa: "Only David could turn a parking lot into a luxury brand pavilion."

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Designing Restaurants Feeds AO's Creativity

SERVICES: Architects oversee complex plans

■ By CHRISTOPHER TRELA

AO, a multidisciplinary architecture and design firm established in 1974, has evolved from a two-person shop designing small industrial and retail projects to a team of nearly 300 working at offices in Orange County, San Diego, Silicon Valley, Atlanta and New York.

The Orange-based business now ranks as the county's second-largest architectural firm, with some \$63 million in local billings for the year ending June 30, according to the Business Journal's latest rankings.

The firm, previously known as Architects Orange, works on myriad projects that encompass industrial, office, commercial, retail, multifamily, mixed-use, and entertainment destinations.

Restaurants are another growing element of the AO business.

Notable area food-related projects from AO include the rebirth of **Anaheim White House**

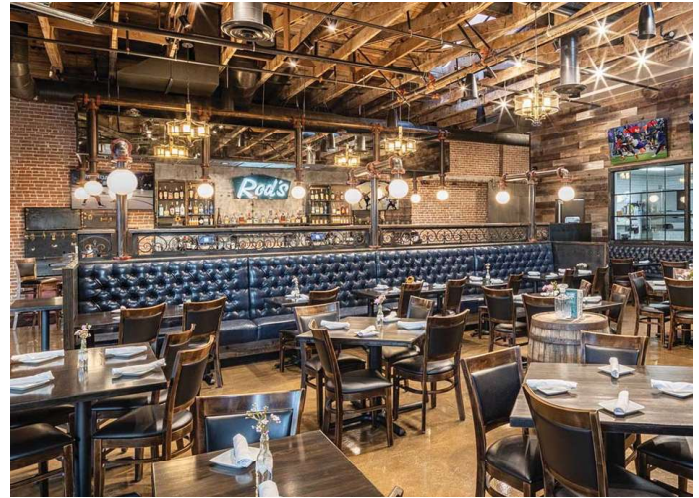
after the building was devastated by fire, the new **O Sea** in Orange, **Chapman University's Randall Hall** food court, **Terra Restaurant** on the grounds of the **Festival of Arts** in Laguna Beach, and a number of ghost kitchen facilities.

Bosscat Boasting

A recent meeting with execs at the Old Towne Orange location of **Bosscat Kitchen & Libations**, not far from the flagship AO office, shows numerous elements of the company's work in the restaurant industry.



Ruba Younan
Design Principal
AO



Interior of Orange's Bosscat Kitchen & Libations

PHOTO CREDIT: AO

The Orange location of the popular hangout, designed by AO, is a blend of classic and contemporary design, with modern touches slyly incorporated within a 100-year-old building that boasts historic elements and a décor that reflects a melding of old and new.

"We work with clients that have a concept or even just a logo and we develop it," explained **Ruba Younan**, design principal at AO. "We create something as far as this is how it will look like. We translate their philosophy, their vision. It's not putting our imprint on it; it's taking

their vision and making it a reality. This is not for us, it's for them; it's their life and investment."

A good example of that is at the Bosscat location, said AO Partner **Jeff Rabbitt**.

"Bosscat does not have set identity, they have a set vibe," Rabbitt said. "The building has its own vibe. Everything was repurposed and reused. We needed to embrace the rich community aspects, so we searched for historic elements and brought it back to the 1920s."

The Orange location stands apart in design from a new Bosscat being built in Irvine's **Lakeshore** mixed-use campus, near John

► Architects 22

OC Tech Firms Post Record Revenue

EARNINGS: Chipmakers excel; Blizzard hit

■ By KEVIN COSTELLOE

A recent round of earnings reports has highlighted the growing strength of Orange County's tech sector, as four notable area companies reported record revenue.

Irvine-based **Skyworks Solutions Inc.** (Nasdaq: SWKS), the largest OC tech company by market value, said its fourth-quarter revenue rose 37% year-over-year to a record \$1.31 billion, while adjusted earnings per share also increased.

"Looking ahead, Skyworks' cash generation ability is funding capacity expansion and next-generation technology development," Chief Executive **Liam Griffin** said in announcing the results on Nov. 4.



Liam Griffin
CEO
Skyworks Solutions

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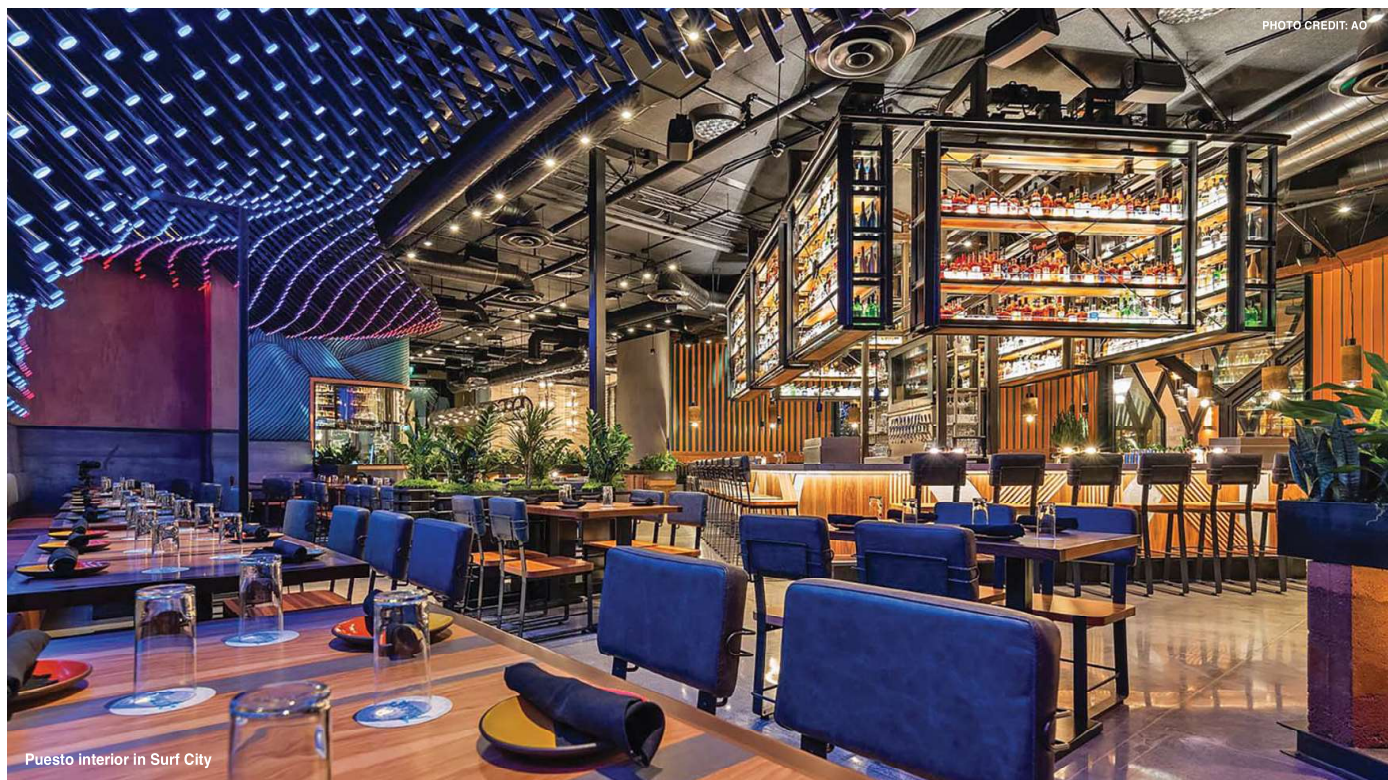
Indie chips aim to help with self-driving vehicles

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Puesto interior in Surf City

Architects

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Wayne Airport. That forthcoming spot is a warm, contemporary setting that highlights the restaurant's nod to whiskey culture, officials say.

VR Goggle Tours

Rabbitt noted that AO has a set menu of services that can include assisting in site election, the impact on parking, and how to include utilities. Then comes research and discussions with the restaurateurs.

"We ask a lot of questions and absorb everything," Rabbitt said. "Some restaurant owners are very involved and have a vision, sometimes we take it and run with it. We also ask them what restaurants they have been to that they like."

Next comes a floor plan to show how the space works for everything from restrooms to service to the kitchen and storage and even traffic patterns, Younan said.

"Once we have that, we design a 3D model so clients can put on VR goggles and walk into the space," Younan said. "It's a great tool, especially if someone does not understand two dimensional plans."

Time, Supply Challenges

Restaurateurs often forget to consider the time it takes to design and build a restaurant, officials note.

Even simple renovations to a space that was already a restaurant take time to get permits and entitlements, not to mention solve



Jeff Rabbitt
Principal
AO

utilities and parking issues.

"In Orange, there are three historic district overlays where every structure many not necessarily be registered as historic, but it's part of the fabric of the community," said Rabbitt, speaking of the Boss-cat project in the company's hometown.

"It's contributing historic to keep it honest to what it was. We had to bring in a historic consultant on the Bosscat project."

Another challenge that has surfaced during the pandemic—shortages of equipment and supplies.

"Equipment might be on back-order, so we always ask what items do you need, what do we have to order, are there any shortages," Rabbitt said. "We're no longer working on a linear path. It makes it very complicated."

As such, it's satisfying to see the fruits—or entrées—of their labor.

Other recent examples of the firm's work includes the new **Puesto Restaurant** in Huntington Beach, which blends modern design with a unique beach vibe, while the **Starbucks** in **Downtown Disney** dazzles the eye while offering a functional interior for both customers and employees. ■

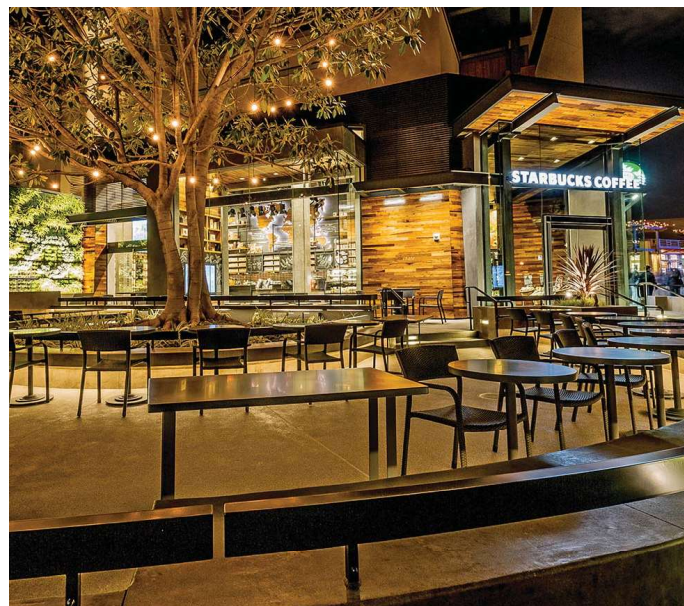
AO

AO
Architecture
Design
Restaurants

- **HEADQUARTERS:** Orange
- **BUSINESS:** architects
- **EMPLOYEES:** 300
- **LOCAL BILLINGS:** \$63.7M (12 months through June)
- **NOTABLE:** active restaurant design business



Chapman University's Randall Hall



Downtown Disney Starbucks