

Drill Deal Gives Hope for CRC

ENERGY: Increased production, higher oil prices on horizon.

By **STEPHANIE HENKEL** Staff Reporter



Stevens

San Joaquin Valley.

Chatsworth oil and natural gas producer **California Resources Corp.** has entered into a joint venture with New York asset management firm **Benefit Street Partners** to develop the company's properties, beginning with its crown jewel in the

The deal calls for Benefit Street Partners to invest up to \$250 million, starting with an initial \$50 million that will be used "to accelerate development in the San Joaquin basin through the summer," said **Todd Stevens**, chief executive of California Resources, during the company's Feb. 16 conference call.

Both companies expected the first investment to fund in early March. During the call, Stevens said initial activity associated with the joint venture will include one immediate drilling rig and potentially two more in the second half of 2017.

After the initial \$50 million, Benefit Street Partners is set to make subsequent investments in four potential tranches up to \$50 million each

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Biz School Targets Valley Grads

EDUCATION: Costs, benefits play into student recruitment.

By **HELEN FLOERSH** Staff Reporter

When **Sumantra Sengupta** was hired to direct the MBA programs at **California Lutheran University** School of Management, he had a specific approach in mind.

"Academia is a business, whether we like to

admit it or not," he said. "I look at it as, 'What's the value that we are delivering?'"

The cost to enroll full-time in the university's general MBA program starts at \$36,000, or \$800 per credit unit; base tuition for one of six specialized MBA degrees is \$38,400. Executives who have held management roles for at least five years qualify for admission into Cal Lutheran's "experienced professional" MBA program, a \$44,000, 18-month curriculum



PHOTO BY MIKE BAKER

Marketer: Cal Lutheran's Sengupta.

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Merchants: REX's Jack Ryan and Ari Sternberg at property in Malibu.

SPECIAL REPORT ENTERTAINMENT



CRAFTSMEN: The Valley region hosts a cottage industry of luthiers, or master guitar makers, who create instruments for the biggest names in music. Learn how entrepreneurs such as **Avi Shabat**, shown above with two technicians, manufacture the old-fashioned way in local garages and workshops.

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PHOTO BY DAVID SPRAGUE

HOME SELLERS IN 3D

REX debuts Hollywood-quality virtual tours with Malibu mansion

By **CAROL LAWRENCE** Staff Reporter

In its quest to replace traditional real estate brokers with a website, **REX** has a new tool: ultra-high-quality 3D virtual reality home tours.

The Westlake Village company launched in 2015, offering to sell homes for 2 percent

of the sales price rather than the higher commissions charged by brokers. While video tours are nothing new in residential real estate, REX has taken the technology to a new level by partnering with Hollywood studio **Legend3D** to assure high production values.

And the first property to benefit from a

3D campaign is a \$57.5 million mansion in Malibu overlooking the Pacific Ocean.

REX Chief Executive **Jack Ryan** said his team screens potential buyers and mails virtual reality goggles to those with a confirmed interest in the property.

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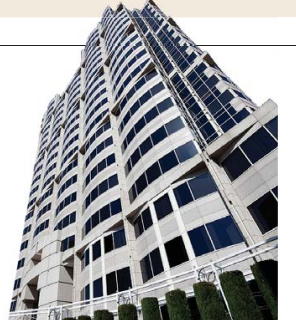
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9 Inside Addiction: Howard C. Samuels brings a lifetime of first-hand experience to his job as founder of a drug rehabilitation center.



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Finally, Vineyards at Porter Ranch Fully Ripe

DEVELOPMENT: \$150 million project to include medical, hotel and apartments.

February was a banner month for a major retail, residential and commercial project with a long history in Porter Ranch.

Now known as Vineyards at Porter Ranch, previously Village at Porter Ranch, the 345,000-square-foot mixed-use project planned since the early 1990s at 19821 Rinaldi St. was entitled and approved by the city of Los Angeles last month.



REAL ESTATE
Carol Lawrence

The project, estimated at \$150 million, is a joint venture known as Shapell Liberty Investment Properties between **Shapell Industries Inc.** and **Liberty Building Co.**, both of Beverly Hills. The large center will occupy the northwest and southwest corners of Rinaldi Street at its intersection with Porter

Ranch Drive. The 215,000-square-foot retail and commercial portion was approved in late February, while the apartments were approved separately and earlier in the month.

Vineyards at Porter Ranch powered through the deaths of the two Shapell brothers who ran the company, the sale of Shapell's residential division to **Toll Bros.** and myriad twists and turns, stops and starts.

John Love, vice president of commercial



Rendering: 345,000-square-foot Vineyards will feature a retail and restaurant section.

properties for Shapell, said Porter Ranch has been a maturing community for about 25 years.

"It (the Vineyards project) has been a long-time coming," he said. "We're happy to say it's finally on its way."

The section of the center to the north of Rinaldi Street will include a high-end supermarket and movie theater along with retail and restaurants. The southern portion will have retail, a 65,000-square-foot, 120-room hotel and a 50,000-square-foot medical building just leased to Oakland's **Kaiser Permanente Inc.** To the north will be a 266-unit apartment complex.

L.A. law firm **Liner LLP** partner **Kyndra Casper** shepherded the project through the entitlement and approval process and its complex changes.

As designed, the Vineyards required the area's Specific Plan be amended to allow for a digital sign adjacent to, and visible from, the 118 freeway. It also required other approvals due to density and a conditional use permit so the supermarket and the theater could serve

alcohol, Casper said.

"People from the community wanted this central gathering area so they don't have to leave Porter Ranch," she said.

However, the Porter Ranch Neighborhood Council wrote L.A.'s City Planning Commission in August with concerns that the Environmental Impact Report might have out-of-date assumptions about traffic congestion and vehicle emissions, and it also asked that energy- and water-saving measures be implemented at the site.

The project will now include green measures, including solar panels and a rainwater and irrigation recycling system, while Kaiser's building will be LEED Gold, Casper said.

"The way that the center lays out is much more pedestrian-oriented. We added a main street, and a center green to have community events, potentially an ice skating rink, and also a 4,000-square-foot community room," she added.

Kaiser's building will likely break ground in May, the retail and commercial portions in June,

Love said. He gave an estimated finish date of fall 2018.

Sports Proposition

Gary Young, a general contractor with two competitive volleyball-playing daughters, has big plans for Camarillo – 200,000-plus square-foot big.

Young, president of **Young & Co.** in Avila Beach, is set to present his proposal to the City Council later this month to erect two, 100,000-square-foot domes at the intersection of Pleasant Valley Road and Las Posas Road for club-level and touring volleyball and other sports teams.

His idea is to mimic a giant sports facility in Anaheim that houses 34 volleyball courts and hosts high-level tournaments, but his will be located much closer to his San Luis Obispo County home.

"That was the only facility that was big, and where you could play competition at higher levels, and where college scouts would come," Young said. He spent three to four months a year for eight years leaving at 3:30 a.m. to get his daughters checked in by 7:30 a.m. "I felt we've got to have better way to have tournaments closer."

The climate-controlled structures, designed by **Air Structures American Technologies Inc.** in Rye Brook, N.Y. look like massive pillows in cylinder, rectangular and circular shapes. Young's plan for the two domes, a 90,000-square-foot building between them and 2,700 parking spaces could cost himself and his investor about \$35 million, he said.

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SAN FERNANDO VALLEY BUSINESS JOURNAL

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