

CALIFORNIA ApparelNews

THE VOICE OF THE INDUSTRY FOR 71 YEARS

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The grid contains 20 miniature covers of the California Apparel News magazine. Each cover has a unique headline and image. The headlines include: 'Kent Smith Stepping Down as Head of Los Angeles Fashion District BID', 'For Better, Not Worse: Apparel With a Purpose', 'CITY-INSPIRED', 'LA WOMAN', 'MAKING WAVES', 'SOUTH OF THE EQUATOR', 'LOOK WEST', 'NEW BEGINNING', 'ON WITH THE SHOWS', 'CALIFORNIA COLLECTIONS', 'LA LAUNCH', 'HOLLYWOOD GOLD', 'HAUTE HOLIDAY', 'RUNWAY DEBUT', 'LA LOOKS', 'FALL FORECAST', 'CRUISE DEBUT', and 'CALIFORNIA COLLECTIONS'. Each cover also includes a small 'INSIDE' section with additional article teasers.

Fred Segal to Open New West Hollywood Compound

By Andrew Asch Retail Editor

A new Fred Segal is coming to the Los Angeles area. The pioneering boutique retailer announced Dec. 16 that it would open a new store in West Hollywood, Calif., in fall 2017.

The new Fred Segal will be located at 8500 Sunset, a condominium and hotel complex currently being built by developers CIM Group. The complex is located on the corner of Sunset and La Cienega boulevards. It is within walking distance of the Sunset Plaza retail district, which is the address of high-end boutiques such as H. Lorenzo.

Jay Luchs represented both the 8500 Sunset complex and Fred Segal in this deal. Luchs said the factors that made the deal stand out were the hundreds of parking spaces at 8500 Sunset, the central West Hollywood location and the real estate offered, with Fred Segal scheduled to take

➔ Fred Segal page 7

Economic Forecast by Chapman University Predicts Solid Growth in 2017

By Deborah Belgum Senior Editor

Donald Trump's first year in office should be a financial success with the economy projected to grow by 2.4 percent in 2017 after increasing between 1.6 percent and 1.9 percent this year. However, inflation will be on the rise.

In its economic forecast released on Dec. 15, the A. Gary Anderson Center for Economic Research at Chapman University in Orange, Calif., predicted a strong U.S. economy spurred by personal and corporate tax cuts, more spending on infrastructure and defense, and an easing of bank regulations.

At the same time, interest rates are expected to rise to at least 2 percent by the end of 2017 after being near zero for years. On Dec. 14, for the second time in a decade, the Federal Reserve raised the benchmark interest rate by 0.25 percent, from a range of 0.25 to 0.5 percent to a range of 0.5 to 0.75 percent.

➔ Chapman page 6

2016 IN REVIEW

There was a lot of movement in the trade-show sector this year with strategic acquisitions, new shows launching and venue changes as show organizers rounded out their exhibitor base, addressed an untapped niche or simply made adjustments to the offerings on the show floor.

It was also a big year for technology companies with big-ticket investments and acquisitions among some of the key names in apparel tech.

And for retail, it was a rollercoaster ride as high-profile players closed doors or filed for bankruptcy while new names opened shop, seasoned veterans expanded their footprint and bullish developers broke ground on new retail projects.

Plus, we remember some of the people in fashion, textiles and apparel who passed away in 2016.

Our coverage of 2016 in review begins on page 3.

INSIDE
Where fashion gets down to businessSM

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CFF, TALA holiday party for kids ... p. 8

American Apparel Resolves Fabric Dispute With Dyehouse

After **American Apparel** filed a complaint in U.S. Bankruptcy Court to get back nearly 250,000 pounds of greige fabric from **Tri-Star Dyeing & Finishing Co.**, the company has agreed to dye the fabric.

The fabric in question was sent to the dyeing facilities in Santa Fe Springs, Calif., before American Apparel filed for Chapter 11 bankruptcy protection on Nov. 14.

But Tri-Star refused to dye the rest of the fabric until American Apparel paid a \$100,000 invoice issued for fabric dyed before the Los Angeles clothing manufacturer declared bankruptcy.

According to an American Apparel spokesperson, a "consensual resolution was reached

and the parties continue to work together."

In the Dec. 15 complaint, American Apparel noted that the undyed fabric, worth \$500,000, was essential to completing orders promised to **Gildan Activewear**, the Canadian stalking-horse bidder, which has offered \$66 million to buy American Apparel's intellectual-property rights and its wholesale merchandise.

American Apparel said it contacted Tri-Star shortly after filing for bankruptcy protection and explained it could not immediately pay the dyeing and finishing company's invoices sent before the bankruptcy filing.

In response, court documents said, Tri-Star changed its payment terms to cash on delivery and tried to increase the dyeing price by add-

ing a \$1-per-pound surcharge until Tri-Star received its \$100,000. American Apparel said that in some cases the surcharge amounted to a 150 percent increase over the normal price.

American Apparel said it rejected the surcharge price increase and requested that its fabric be returned so it could use an alternative dyeing company to get the goods done in time to complete its orders. But days later, an agreement was worked out.

In other bankruptcy news, American Apparel has gotten the go-ahead from a bankruptcy judge to close nine stores around the country after promising landlords it would not hold big going-out-of-business sales beyond shopping-center hours. The stores

should be closed by the end of the year.

The nine outposts are on Pacific Avenue in Santa Cruz, Calif.; M Street in Washington D.C.; Church Street in Evanston, Ill.; Sixth Avenue in Seattle; near Lenox Road in Atlanta; Central Expressway in Dallas; Main Street in Memphis; and Pacific and Cherry streets in Burlington, Vt.

The store closings, which will reduce American Apparel's domestic store lineup to 98, are expected to bring in \$600,000 from going-out-of-business sales.

Gildan Activewear has not bid for the retail stores, but American Apparel is hoping another buyer will pick up some of the locations.—*Deborah Belgum*

Capital Business Credit Acquired by White Oak

Capital Business Credit, the New York-based finance company with strong ties to the apparel industry, has been acquired for an undisclosed price by **White Oak**, a San Francisco firm that loans money to small- and medium-sized businesses.

As part of the deal, White Oak acquired CBC's existing loan portfolio, which consists of more than \$300 million in assets.

White Oak will be employing the 80 members of CBC's team, which includes Andrew Tananbaum, Robert Grbic and Michael Fortino. CBC has offices in Los Angeles; New York; Shanghai; Charlotte, N.C.; and Fort Lauderdale, Fla.

With the acquisition, White Oak will be able to provide asset-based loans and trade-finance credit for up to \$100 million.

"The acquisition of CBC expands White Oak's lending capabilities into the significant and growing asset-based lending market while providing White Oak's investors with attractive alternative credit strategies," said White Oak Chief Executive André Hakkak in a statement. "Capitalizing on acquisitions of platforms with disciplined lending practices, such as CBC, is an important compo-

nent of White Oak's overall strategy.

Tananbaum, executive chairman of CBC, said the transaction provides CBC with the ability to offer a larger set of factoring and trade-finance solutions and products. "We now have the ability to finance larger, more complex transactions and the flexibility to offer our current clients a broader array of offerings," he said.—*D.B.*

Deadline Approaching for The Novus Forum, a New NY Independent Designer Show

There's a new trade show launching in February in New York for designer collections.

Organized by Los Angeles designer Kev-

an Hall, **The Novus Forum** will be held Feb. 25-27 at **The London NYC** in Manhattan.

Hall and other designers have been showing informally at the upscale hotel for sev-

eral seasons.

Exhibition at the show will be limited to members only. A membership fee entitles designers to receive discounted rates at the hotel and inclusion in promotions for the show, including in the event brochure and in social-media campaigns. The deadline to register is Jan. 7.

Organizers have fielded inquiries from several designers and are hoping to have 25 collections showing in February.

The London hotel features luxury suites. In addition to discounts on rooms, there will be discounts at The London restaurant and bar. The hotel site includes space for runway shows, installations and parties. The plan is to "make The London a destination for buyers

to shop the latest collections by established and emerging designers in a beautiful, organized and luxurious environment," Hall said.

For more information, visit www.thenovusforum.com or email thenovusforum@gmail.com.—*Alison A. Nieder*



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EVAN CURTIS

Kellwood Co. Sold to Hong Kong Investor Group

After acquiring **Kellwood Co.** eight years ago for \$762 million, **Sun Capital Partners** has sold the clothing venture to an unnamed Hong Kong investor group.

The purchase, for an undisclosed price, includes Kellwood's brands such as **My Michelle**, **Jolt**, **Rewind**, **Democracy**, **Sangria**, **JAX** and **Briggs New York** as well as the **XOXO** apparel license. Its **Vince** label was spun off three years ago as a publicly traded company, becoming the first apparel company to go public since **Michael Kors** made its initial public offering in 2011.

Returning to Kellwood is David Falwell, who has been named the company's chief executive, replacing Joe Lombardi. Previously, Falwell was the executive vice president of operations at Kellwood until 2013.

Caren Belair will continue as the company's president, and Xiaopei Chin, who has been with the company for 10 years, has been named president of the Western region, with offices in the City of Industry, Calif.

"Kellwood is one of the leading apparel manufacturers in the United States, with over 50 years of history at the forefront of the apparel industry," Falwell said. "We believe there is a tremendous growth potential for Kellwood's businesses, and this acquisition will allow the company to leverage its existing relationships in Asia to grow its businesses and increase profitability."

Kellwood's retail partners include major department stores and retail chains such as **Kohl's**, **Macy's**, **JCPenney**, **Bealls**, **Target**, **Dillard's**, **Nordstrom** and **Bloomingdale's**.

Kellwood Co. was formed in 1961 through the merger of 15 independent suppliers of soft goods to **Sears, Roebuck, & Company**. The name was derived from the surnames of Sears executives Charles Kellstadt and Robert Wood.

The merger brought together disparate managements and a diverse line of products as well as 7,000 employees, 22 plants and combined sales of more than \$86 million.—*D.B.*

The Year in Trade Shows

There was a lot of movement in the trade-show sector in 2016. The big news was UBM's purchase of **Business Journals**, which added **MRket**, **Stitch**, **Accessories The Show**, **Edit** and **Fame** under the enormous UBM umbrella, which includes **MAGIC**, **Project**, **FN Platform**, **Coterie**, **Intermezzo**, **Sourcing at MAGIC** and **WSA**.

The year also saw the acquisition of West Coast-based **Swim Collective** and **Active Collective** by **Emerald Expositions LLC**, the San Juan Capistrano, Calif.-based company that runs **Surf Expo**, **Outdoor Retailer**, **GlobalShop** and the **Imprinted Sportswear Show** (ISS).

Following the UBM/BJI announcement in April, visitors to the Las Vegas trade shows in August found a changed landscape with the BJI shows moving from **The Sands Expo and Convention Center** to the **Mandalay Bay Convention Center**, where **MRket** was held alongside **Project** on the main floor and **Stitch** and **ATS** were held upstairs across from the **Pooltradeshows**.

UBM also moved the lingerie and swim show **Curve Las Vegas** (which is run through a joint venture with **Eurovet**) from the Sands to the Mandalay, as well, where it showed alongside **Project Women's**.

Other changes on the trade-show front:

After hosting trade shows in New York, Las Vegas and Paris, **Capsule**, owned by **Reed Expositions**, hosted its first Los Angeles edition in October. The show featured a special section curated by sister trade show **Axis**.

Reed—which also has a stake in **Agenda**—launched a new trade/consumer pop-culture hybrid show called **ComplexCon** in Long Beach, Calif., in November.

Upscale accessories and lifestyle trade show **Coeur** moved from a space outside of the **Los Angeles Fashion District** to the top floor of the **California Market Center** (CMC) this year.

The CMC also launched several trade shows this year, including **ALT**, for active and lifestyle brands; **Contemporary Curves**, for plus sizes; and **Sourcing at LA Textile**, for factories, design development and contract manufacturing. The CMC also got into the off-price trade-show segment with the launch of **Surplus at Majors** in October.

MRket added a men's activewear section called **Move** to its New York show in January.

Irvine, Calif., manufacturer **Z Supply Inc.**—maker of contemporary labels **White Crow**, **Black Swan**, **Others Follow** and **Rag Poets**—launched a regional trade show in April called **OC Mix**. Held at Z Supply's headquarters, **OC Mix** featured local contemporary and swim labels as well as retailers from across the region.

Denim trade show **Kingpins** launched **Why**, a new show for branding, featuring label, button and zipper suppliers. The show was held concurrently with the **Kingpins** show in Amsterdam in April.

A new sourcing show bowed in Canada in August. Produced by **JP Communications**, the **Apparel Textile Sourcing Expo** gave Canadian manufacturers the chance to meet with representatives from factories and mills across the world, including China, India, Bangladesh, Taiwan, Vietnam, the USA and Mexico.

UBM in September launched a sourcing show for contemporary resources. Running alongside the **Coterie** trade show, **Sourcing@Coterie** featured apparel, accessories and footwear factories from the U.S., Japan, Europe and South America. ●

RETAIL

The Retail News of 2016

JANUARY

The **National Retail Federation** trade group announced that it missed its forecast for the 2015 holiday season. Sales increased 3 percent to \$626.1 billion in a year-over-year comparison with the 2014 holiday season. NRF forecast that sales for the 2015 holiday retail season would climb 3.7 percent.

January saw a slate of store openings. **Mark Zunino Couture**, a red carpet and bridal fashion house, held a grand-opening debut at its large atelier on Los Angeles' Robertson Boulevard. Los Angeles' high-end denim and motorcycle lifestyle brand **Robin's Jean** opened in the **Beverly Center**. It was the company's eighth boutique. Sacramento, Calif.-headwear brand **Official Crown of Laurel** opened a boutique on Los Angeles' Melrose Avenue.

An era came to a close when Diane Merrick announced she was shuttering her self-named boutique after 45 years in business in Los Angeles. The **Diane Merrick** boutique was considered a place to start a career for a generation or so of Los Angeles boutique retailers. But there was no saying farewell to Diane Merrick. After the **Prospr** boutique took over her former space on Los Angeles' Beverly Boulevard later in the year, Merrick opened a shop-in-shop at the new boutique.

FEBRUARY

Manny Mashouf, founder of **Bebe Stores Inc.**, took back the reins of his struggling San Francisco Bay area retailer after stepping down as chief executive officer in 2013. He also announced a 14.6 percent job cut in the company's design, merchandising and production division.

In a rare setback for high-end retail-center developer **Caruso**, voters in the beachside town of Carlsbad, Calif., voted to reject plans to build a Caruso mall on the city's Aqua Hedionda Lagoon. In a special election, 51.99 percent of Carlsbad voters voted to reject the plan and 48.01 percent approved it.

MARCH

Los Angeles' Beverly Center announced a \$500 million renovation. The **Taubman**-owned center will bring in a food hall produced by celebrity chef Michael Mina as well as more sunlight. The renovation will feature a "ribbon" of skylights, which will bring more natural light into the enclosed mall. The remodel also will include a new exterior, which includes a perforated steel façade.

At the **Style Fashion Week** show for the **Hale Bob** label,

Daniel Bohbot, the label's founder and owner, announced that his label would get into the direct-to-consumer game. Consumers would be able to purchase Hale Bob's runway clothes at its website (www.halebob.com) after the runway show.

APRIL

Planet Blue, headquartered in Santa Monica, Calif., opened its 12th boutique in April, this time in Manhattan's SoHo neighborhood.

Los Angeles' **Daniel Patrick** label opened a boutique on the city's Melrose Avenue. He later collaborated on a capsule collection with hip-hop star Tyga, who is the significant other of Kylie Jenner, and members and friends of the Kardashian Jenner clan were spotted wearing Daniel Patrick.

Sonia Syngal was named president of **Gap Inc.**'s **Old Navy** division.

After 57 years in business, **Sport Chalet** announced it was going out of business. The La Cañada Flintridge, Calif.-headquartered regional chain ran more than 50 stores at its zenith.

MAY

More than five months after the **Kitson** boutique chain closed, its founder, Fraser Ross, dove back into the retail game. He opened **Kitross** in the space of the former Kitson flagship store on Los Angeles' Robertson Boulevard.

WithMe, a new concept store, opened at the **Santa Monica Place** retail center in Santa Monica, Calif. **WithMe** offers limited runs of merchandise from new brands and those sold online only. The store's futuristic architecture was designed by award-winning Venice, Calif.-based architect Giorgio Borroso.

JUNE

Bebe announced a joint venture with **Bluestar Alliance LLC**. The partnership pursued licensing agreements domestically and internationally.

JULY

The Shop: Curve X Tom Dixon took a bow at the new retail center **Platform** in Culver City, Calif. The sprawling 7,000-square-foot space makes roommates of Tom Dixon, a British lighting and industrial design star, with **Curve**, the high-end, designer boutique chain. The **Runyon Group** had
➔ Retail page 4

TECHNOLOGY

The Year in Tech

It was a year of investment and acquisitions in the technology world with several major deals going down in printing technology, cloud-based applications and software applications.

One of the heavy hitters in technology investment this year was **Koch Equity Development LLC**, the investment and acquisition subsidiary of **Koch Industries Inc.**, which also owns **Lycra** parent company **Invista**. It will invest more than \$2 billion in **Infor**—the New York-based provider of cloud-based, industry-specific business applications—in a bid to help Infor accelerate innovation and expand distribution.

Infor's customers include companies in fashion, retail, distribution, healthcare, the public sector and manufacturing. For the apparel and retail industries, Infor supplies ERP (enterprise resource planning) and PLM (product lifecycle management) software.

Another significant investment was by **Electronics for Imaging Inc.**, a printing technology firm based in Fremont, Calif., which acquired Israel-based design software firm **Optitex Ltd.** for approximately \$52.8 million.

Optitex produces 2-D and 3-D fashion design and prototyping software for textile designers, retailers, brands and manufacturers, including **Under Armour**, **Coach**, **Levi Strauss & Co.**, **Theory**, **Chico's**, **Perry Ellis** and **Patagonia**. Optitex's staff of 100 will be joining EFI, and Optitex Chief Executive Officer Asaf Landau will serve as the general manager of **EFI Optitex**.

This was the year that **Gerber Technology** got a new private-equity partner after San Francisco-based **Vector Capital** sold its shares to **American Industrial Partners**

for an undisclosed amount.

Tolland, Conn.-based Gerber Technology provides software and system solutions to more than 78,000 customers and works with companies in aerospace, construction, furniture, fashion and apparel, transportation, technical textiles, packaging, wind energy, and sign and graphics industries. The company's products include CAD (computer-assisted design) software for pattern design and grading and PLM software and automated systems for material preparation and production. Vector Capital had been an investor in Gerber Technology since 2011.

On the acquisitions side, **Epson Italia S.p.A.**, the Italian subsidiary of printing company **Epson**, bought a 100 percent stake in the Italian textile printing business **Fratelli Robustelli S.r.l.**

Epson has worked with Fratelli Robustelli since 2003 to provide digital inkjet technology. The company expected the acquisition to drive synergies and provide added value at a time when the digital textile printing market is expected to grow by 25 percent annually.

Based in Como, Italy, Robustelli develops, manufactures and sells digital inkjet textile printers, including the Monna Lisa series, which it began developing with Epson in 2003. Epson provides inkjet technology such as printheads and ink for Robustelli's digital textile printers. The companies have been working together since that time "to promote digitalization by building the total solution support structure from development through manufacture, sales and after-sales support," the company said.—*Deborah Belgum*

In Memoriam

Giorgio Beverly Hills retailer Fred Hayman

Marik Zeltzer, cofounder, XCVI

Mickie Bandle, Diane's Swimwear

Textile Representative April Booth

Showroom owner Terry Ventre

Gary Brownstein, partner in Staples USA

Designer James Galanos



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**LOCAL NOTICE AS PART OF THE ENVIRONMENTAL NOTIFICATION
PROCESS FOR THE REGISTRATION OF ANTENNA STRUCTURES**

1206 Maple Avenue LLC is registering the existing antenna structure called Bendix Tower at 1206 S. Maple Ave., Los Angeles CA (34-02.07.00N and 118-15-22.90W). The height of the tower is 311 feet above ground level (541 feet above mean sea level). The tower is equipped with FAA Style A (L-864-L-810) – NV – Dual LED Low Density Obstruction Light. Specific information regarding the tower is available by emailing mgarcia@cooperdesignspace.com during normal business hours.

Interested persons may review the application for this tower at www.fcc.gov/asr/applications by entering Antenna Structure Registration (Form 854) file no. A1062430. Interested persons may raise environmental concerns about the project under the National Environmental Policy Act rules of the Federal Communications Commission, 47 CFR §1.1307, by notifying the FCC of the specific reasons that the action may have a significant impact on the quality of the human environment. Requests for Environmental Review must be filed within 30 days of the date that notice is published on the FCC's website and may only raise environmental concerns. The FCC strongly encourages interested parties to file Requests for Environmental Review online at www.fcc.gov/asr/environmentalrequest, but they may be filed with a paper copy by mailing the Request to FCC Requests for Environmental Review, Attn: Ramon Williams, 445 12th Street SW, Washington, DC 20554.

ADVERTISEMENT

Retail *Continued from page 3*

announced that it was going to develop Platform a couple of years earlier, but the center blossomed in 2016. Located across the street from a Metro light-rail station, it is the address to high-end, independent boutiques and restaurants.

Jimmy Au's for Men 5'8" and Under is one of the few stores that devotes its business to clothes for shorter men. After a decade in Beverly Hills, Calif., the business moved to Los Angeles' Sherman Oaks neighborhood.

AUGUST

Macy's Inc., long one of America's prominent department-store chains, announced that it will close 100 stores. The move will help Macy's focus its strength in its best-performing stores, according to a company statement.

The **Apolis** brand has been a pioneer in Los Angeles' Arts District, where it opened one of the first high-end boutiques in 2011. In August, Apolis opened its first New York City boutique in Manhattan's SoHo district.

A fire destroyed Gap Inc.'s distribution center in Fishkill, N.Y. No one was hurt in the blaze, but the retail giant blamed the fire for sales declines in September and October.

SEPTEMBER

High-end basics and lifestyle brand **Cotton Citizen** opened its first boutique. It is located on Melrose Place in West Hollywood, Calif.

QVC Inc., which pioneered retail on television, unveiled its first West Coast distribution center in Ontario, Calif.

Pacific Sunwear of California was acquired by **Golden Gate Capital**, and the acquisition allowed PacSun to exit Chapter 11 bankruptcy. The Anaheim, Calif.-based retailer also emerged as a private company.

Hatchet Outdoor Supply Co. opened a camping lifestyle boutique in Los Angeles' urban Arts District.

OCTOBER

After a four-year hiatus, fashion star Donna Karan reopened her **Urban Zen** concept in the Los Angeles area. The new location is in West Hollywood, Calif.

The NRF forecasts 2016 holiday sales to

climb 3.6 percent in a year-over-year comparison to holiday 2015.

Runyon Group announced that it will provide leasing services for **Row DTLA**, a new enclave for high-end, independent boutiques near Los Angeles' Arts District.

Lido Marina Village took an official bow in Newport Beach, Calif. **DJM Capital Partners** developed the district of shops in a waterside section of the wealthy city. Prominent Los Angeles boutique **Elyse Walker** opened its first shop of Los Angeles in the **Lido Marina Village**. The **Bailey 44** brand also opened its first retail shop at the new retail district.

The **Heidi Merrick** brand opened a boutique in Los Angeles' Fashion District.

NOVEMBER

Bloomingdale's unveiled an extensive remodel at its **Westfield Century City** location in Los Angeles. Westfield Century City is currently undergoing a \$955 million revamp of the high-end retail center. The new look is scheduled to officially bow in Fall 2017. Look out for a new **Nordstrom** and a remodeled **Macy's** at the retail center.

The much-talked-about rise of retailer **Nasty Gal** made its founder, Sophia Amoruso, a star and a wealthy woman. But the Los Angeles-headquartered retailer filed for Chapter 11 bankruptcy protection.

Canadian retailer **Aritzia** opened its first Los Angeles shop in the former space of **Fred Segal Luggage** in Los Angeles. In 2017, it is scheduled to open a flagship at Westfield Century City.

On Black Friday and the Thanksgiving weekend, the traditional start of the holiday retail season, 154 million people shopped for gifts, but average spending per person dipped to \$289.19 compared to \$299.60 over the 2015 Black Friday weekend, according to the NRF. The trade group said that spending declined due to retailers' heavy discounts.

Los Angeles-based athleisure e-tailer **Carbon38** opened its first West Coast pop-up shop on Robertson Boulevard.

DECEMBER

A new **Fred Segal** compound was announced. It is scheduled to open in West Hollywood in Fall 2017. ●

Calendar

Jan. 5

Agenda
Long Beach Convention Center
Long Beach, Calif.
Through Jan. 6

Jan. 8

Accessories The Show
Accessorie Circuit
Intermezzo Collections
Moda
Fame
Children's Club
Javits Center
New York
Through Jan. 10

Jan. 10

Outdoor Retailer
Salt Palace Convention Center
Salt Lake City
Through Jan. 12

Jan. 13

Swim Collective
Active Collective
Hyatt Regency
Huntington Beach, Calif.
Through Jan. 14

Jan. 15

Retail's Big Show
Javits Center
New York
Through Jan. 17

Jan. 16

LA Fashion Market
California Market Center
Cooper Design Space
The New Mart
Gerry Building
824 Building
Lady Liberty Building
Primrose Design Building
Academy Awards Building
Los Angeles
Through Jan. 19

There's more
on ApparelNews.net.

For calendar details and contact information, visit ApparelNews.net/calendar.

Submissions to the calendar should be faxed to the Calendar Editor at (213) 623-5707. Please include the event's name, date, time, location, admission price and contact information. The deadline for calendar submissions is the Tuesday prior to Friday publication. Inclusion in the calendar is subject to available space and the judgment of the editorial staff.

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CMC // 2017 MARKETS & TRADESHOWS CALENDAR

LOS ANGELES FASHION MARKET

Featuring CMC Showrooms + Tradeshows

JAN 16-19

MAR 13-16

JUN 05-08

JUL 31-AUG 03

OCT 09-12

*Participating showrooms open on
Sundays for appointments*

CMCDTLA.COM/MARKET

SELECT x *emerge*

Curated Better, Contemporary
and Emerging Brands

JAN 16-18

MAR 13-15

JUN 05-07

OCT 09-11

SELECTTRADESHOW.COM

CONTEMPORARY CURVES

LA's Curated Showcase for
Plus-Size Collections

JAN 16-18

MAR 13-15

JUN 05-07

OCT 09-11

CMCDTLA.COM/CURVES

TRANSIT

LA's Footwear & Accessories Show
for Women, Men & Kids

JAN 16-18

MAR 13-15

JUN 05-07

OCT 09-11

CMCDTLA.COM/TRANSIT

TRANSIT+KIDS

The Kids Footwear &
Accessories Showcase at TRANSIT

JAN 16-18

AUG 01-03

CMCDTLA.COM/TRANSIT

ALT

Showcasing Athleisure & Lifestyle
Collections for LA Fashion Market

JAN 16-18

MAR 13-15

JUN 05-07

OCT 09-11

ALTSHOWLA.COM

LA KIDS MARKET

All Things Kids & Maternity

JAN 16-19

MAR 13-16

JUN 05-08

JUL/AUG 31-03

OCT 09-12

*Participating showrooms open on
Sundays for appointments*

LAKIDSMARKET.COM

l.a.textile los angeles int'l textile show

sourcing

TECH BY DESIGN

The West Coast Trade Event for
Textile, Design & Production
Resources

FEB 27-MAR 01

SEP 25-27

LATEXILETRADESHOW.COM

LOS ANGELES MAJORS MARKET

Major Brands. Major Retailers.
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APR 03-05

OCT 02-04

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Chapman *Continued from page 1*

The Federal Reserve indicated more rate hikes are on the way, suggesting they would nudge interest rates three times in 2017 because of the stronger economy and rising inflation.

Next year, consumers are expected to dig deeper into their pocketbooks and spend more as a rising stock market and burgeoning home prices make many feel wealthier.

On the local front, California's economy is expected to grow nicely in 2017, but job growth will see a 2.1 percent uptick compared to a 2.5 percent rise in 2016. Employers in Silicon Valley were hiring workers at a brisk pace, but that began to drop off and should continue to decline.

Also, construction activity is predicted to taper off in California next year with total building-permit valuation declining from a 4.1 percent growth rate in 2016 to 3.2 percent in 2017.

These two factors will be offset by a strong dollar bringing more imports from overseas into California, setting off a jump in port jobs, warehouse employment and logistics work. More imports will be arriving from the state's major markets such as China, Mexico, Japan and Canada.

Again, California's housing supply is expected to remain tight. There will be a need for 98,000 new units every year until 2020, but that may not happen. Currently, California's housing affordability index over the last few years has been at 90, which means the median family income is 90 percent of what is needed to purchase a median-priced home.

That will worsen next year with rising mortgage rates and increasing housing appreciation making home purchases more difficult. That will lead to a housing affordability index of 84.

Nationally, there will be 1.2 million housing starts in 2017, the highest since the economic recovery began seven years ago but still below the pre-recession high of 2.1 million housing starts in 2005.

A particularly bright economic light is shining on Orange County, where Chapman University is located. Orange Coun-

ty's economic growth is expected to surpass that of California and the United States with 2.5 percent job growth in 2017.

Construction will continue to be on the upswing with a 6 percent jobs growth in that sector. That is well over the 2.4 percent increase forecast for California but sharply behind the 12.7 percent rise seen in Orange County in 2016.

Another burgeoning sector is the services industry, which employs more people in Orange County than any other sector. It is predicted to see a 3.3 percent jump in jobs in 2017 versus 2.9 percent for the state.

From 2010 to 2015, Orange County's per capita personal income grew 16.1 percent, from \$49,700 to \$57,000, while California's per capita personal income expanded 25.2 percent from \$43,200 to \$54,100.

The difference in the salary escalations is because of Orange County's underperformance in creating high-paying information service jobs and more jobs in low-paying areas in the leisure and hospitality sectors.

Computers and electronics account for the largest share of exports from California to Mexico, but other industries that have benefited include transportation equipment, chemicals and processed foods. Almost half of those exports were generated by small- and medium-sized businesses in the state.

On the import side, California as a distribution and logistics center benefited from the \$41.3 billion in goods and services imported from Mexico in 2013. In addition, about half of those imports from Mexico were produced by labor, material and parts that came from California. Doti estimates that NAFTA supports about 177,000 jobs in California.

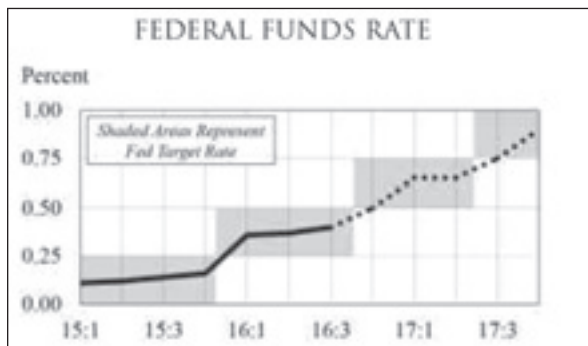
Importing components from Mexico for products manufactured and finished in California and the rest of the nation means those goods are cheaper and more competitive in other export markets, Doti said.

"The fact that NAFTA increased trade with Mexico should be seen as a very good thing," Doti wrote, even if some jobs are lost. "Rather than erecting trade barriers, those workers displaced by the competitive effects of international trade should be retrained."

Addressing Trump's threat to repeal the Affordable Care Act (known as Obamacare), Raymond Sfeir, director of the A. Gary Anderson Center for Economic Research, said the healthcare plan helped enroll 1.42 million Californians in private plans and another 3 million in an expanded Medicaid program.

He noted that the uninsured dropped from 17.2 percent of California's population in 2013 to 8.6 percent in 2015. "This increase in Californians getting healthcare coverage has led to higher employment in the healthcare industry," he noted. Using a forecasting model, he pointed out that Obamacare added more than 40,000 employees to the healthcare services and social assistance sector in 2015 and that could increase to 90,000 by 2020 if the system remains in place.

Nationwide, repealing Obamacare would mean 22 million fewer people would be enrolled in healthcare insurance programs by 2018. ●



	Weight	Annual % Change		Impact on Real GDP
		2016e	2017f	
Real Consumption	0.69	2.6%	3.0%	▲
Real Investment	0.17	-2.0%	1.9%	▲
Real Government Purchases	0.17	0.8%	0.5%	▼
Real Net Exports	-0.03	-1.8%	-6.5%	▼
Real GDP	1.00	1.6%	2.4%	

As part of the forecast, James Doti, president emeritus at Chapman University and the Donald Bren Distinguished Chair of Business and Economics, took a look at how president-elect Donald Trump's threat to changing the North American Free Trade Agreement could affect California's economic growth.

He pointed out that when NAFTA went into effect in 1994, California's exports to Mexico totaled \$8.2 billion. By 1997, those exports had jumped to \$11.2 billion. For the 10-year period after NAFTA took hold, California's exports to Mexico increased on average 6.7 percent a year.

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Fred Segal *Continued from page 1*

22,000 square feet.

“We got another 10,000 square feet to lease; we’re hoping to bring a tenant with synergy with Fred Segal,” said Luchs, an executive vice president with **NewmarkGrubbKnight-Frank**. “It’s a curated project; you just don’t lease it out. This place will be one of the special buildings in Los Angeles, and there is no tenant better than Fred Segal.” He said that Fred Segal took out a more than 10-year lease on the space.

The upcoming Fred Segal will offer 12 shops-in-shop and other departments such as a gifting concierge and bespoke tailoring. A Fred Segal statement also noted there will be event space for performances, fashion presentations and red-carpet events.

Other sections of Fred Segal will feature lifestyle and food departments. There will be a bakery and a coffee bar produced by San Francisco’s **Tartine Bakery & Café**. Also planned are a gym, a salon, a wine shop, a florist and a restaurant produced by restaurateur Bill Chait. It also will feature the U.S. debut of **Mart at Fred Segal**. The Mart has been opened at Fred Segal’s Japanese stores, and it offers high-end doughnuts on its menu. In April 2015, Fred Segal opened a store in Tokyo. In February 2016 it opened a shop in Yokohama, Japan.

Legendary retailer Fred Segal started his pioneering retail concept at 8100 Melrose Ave. in Los Angeles in 1961. In March, the building was sold to Canadian real estate group **CormackHill** for \$43 million, according to media reports. The Melrose property remains a place of business for high-profile boutique retailers **Ron Robinson** and **Ron Herman** as well as for **Mauro’s Café**.

Fred Segal is now owned by an investment group that includes New York-headquartered media company **Sandow** and **Evolution Media Partners**, which is a venture of the entertainment and sports agency **Creative Artists Agency**, private-equity firm **TPG Growth**, and **Participant Media**. In 2012, Sandow acquired the worldwide rights to

international Terminal, and it continues to be in operation. In August 2014, it opened seven stores at the **SLS Las Vegas** casino on the Las Vegas Strip. **The Fred Segal Collective**, as the stores were called, closed one year later.

A lawsuit over Fred Segal’s sign on Melrose Avenue continues to be in play. In September, Sandow sued **CormackHill** in a suit that might eventually decide whether Fred Segal’s famous white, red and blue sign can stay at the Melrose compound.

According to Sandow’s legal complaint, which was filed in U.S. District Court, **CormackHill** has illegally appropriated the famed Fred Segal trademark. “[It] had deceived consumers and traded on plaintiff’s goodwill by maintaining a Fred Segal sign on the building even though the location no longer has any association with Fred Segal.”

Sandow’s attorneys stated that the original tenants, who were granted the rights to use the Fred Segal name, moved out of the Melrose property. Those rights did not continue with the new property owner.

Attorneys for **CormackHill** requested in a November filing that the case be dismissed. The filing stated that the plaintiff’s argument had been misleading.

According to a 2001 contract made by Fred Segal, the founder of the retail store, the license to use the sign continues “in perpetuity if the Melrose property is used for retail sales or fashion merchandise,” wrote Emil W. Herich, a lawyer for **Kilpatrick Townsend & Stockton LLP**, which represents **Cormack Hill**.

Lawyers for the plaintiffs and defendants are scheduled to meet in the downtown Los Angeles U.S. District courthouse on Feb. 27, 2017, to discuss the case, according to court documents. ●



the Fred Segal brand.

The team running the Fred Segal drive includes John Frierson, Fred Segal’s president. He served as an executive with CAA’s lifestyle/licensing group. He started his Fred Segal gig in March, according to his **LinkedIn** account. Allison Samek, a former Ron Herman executive, serves as Fred Segal’s chief executive officer.

Sandow’s Fred Segal took some test runs before announcing its West Hollywood emporium. It opened a shop at **Los Angeles International Airport’s** Tom Bradley In-

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CFF and TALA Celebrate Christmas With Neighborhood Kids

There were dancing, games, lunch, Christmas trees and a visit from Santa, who passed out gifts to neighborhood children at an annual party hosted by the **Textile Association of Los Angeles** and the **California Fashion Foundation**, the philanthropic arm of the **California Fashion Association**.

The Dec. 14 party in the penthouse of the **Cooper Design Space** in Los Angeles was the result of a long list of sponsors and donors including the Cooper Design Space, Ann Davis, the **Ben B. & Joyce E. Eisenberg Foundation/The New Mart**, *California Apparel News*, **CIT Group**, **Fashion Institute of Design & Merchandising**, **Fineman West & Company LLP**, **Findings Inc.**, **Karen Kane**, **KWDZ Manufacturing**, **David Cohen Factory One**, **STC-QST Inc.**, **Mann Publications**, **Merchant Factors Corp.**, **MGT Industries**, **Moss Adams LLP**, **Ragfinders of CA**, **Rena & Todd Leddy**, **Stony Apparel Group**, **Tricia Landry**, **Union Bank**, **Velvet by Graham & Spencer**, and **Wells Fargo Capital**.

This was the 69th annual Christmas party hosted by members of the community, and it drew children from several after-school programs including **Para Los Niños**, the **Boys & Girls Club of Los Angeles**, the **Boys & Girls Club of East Los Angeles** and the **Alexandria House**.—*Alison A. Nieder*



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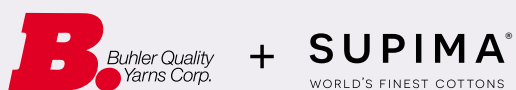
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