

# THE LIST FASTEST-GROWING LARGE PRIVATE COMPANIES

▶ NEXT WEEK'S LIST  
Insurance Brokers

RANKED BY TWO-YEAR REVENUE GROWTH

Rank	Company •Address	Company logo	Two-year revenue growth	Revenue for the 12 months ended			OC employees as of 6/30/2020 6/30/2019 6/30/2018	Company/product description	Top local official(s) •Title •Phone/fax	Photo
				6/30/2020	6/30/2019	6/30/2018				
1	<b>Salas O'Brien</b> 3700 S. Susan St., Ste. 150 Santa Ana 92704-7918 Website: salasobrien.com		86.8%	\$137.5 million	\$112.3 million	\$73.6 million	45 45 10	Engineering, facility planning, and commissioning firm	Darin Anderson chairman/CEO (949) 517-4900	
2	<b>New American Funding</b> 14511 Myford Road, Ste. 100 Tustin 92780-7057 Website: newamericanfunding.com Email: awards@nafinc.com		69.6%	\$823.7 million	\$473.1 million	\$485.8 million	1,176 891 908	Mortgage banking	Rick Arvielo/Patty Arvielo co-founder, CEO/co-founder, president (800) 450-2010	
3	<b>Ware Malcomb</b> 10 Edelman Irvine 92618-4312 Website: waremalcomb.com Email: mrodgers@waremalcomb.com		61.2%	\$145.7 million	\$116.7 million	\$90.4 million	219 180 164	Planning, architecture, interior design, branding, civil engineering and building measurement services	Lawrence R. Armstrong/Ken Wink/Jay Todisco chairman/CEO/president (949) 660-9128	
4	<b>Alignment Healthcare</b> 1100 W. Town & Country Road, Ste. 1600 Orange 92868-4698 Website: alignmenthealthcare.com		58.7%	\$847 million <sup>(1)</sup>	\$703.5 million <sup>(1)</sup>	\$533.8 million <sup>(1)</sup>	502 <sup>(1)</sup> 432 <sup>(1)</sup> 434 <sup>(1)</sup>	Healthcare services for Medicare beneficiaries, Medicare Advantage	John Kao CEO (844) 310-2247	
5	<b>Allied Universal</b> 1551 N. Tustin Ave., Ste. 650 Santa Ana 92705-8664 Website: aus.com Email: stevejonesceo@aus.com		56.4%	\$8.5 billion	\$7.3 billion	\$5.4 billion	4,149 4,015 4,015	Manned guarding services, highly advanced integrated tech solutions, risk advisory and consulting, security and safety training, event services, staffing and janitorial services	Steve Jones chairman/CEO (714) 619-9700/(714) 619-9701	
6	<b>CoolSys</b> 145 S. State College Blvd., Ste. 200 Brea 92821-5806 Website: coolsys.com Email: mochoa@coolsys.com		42.9%	\$500 million <sup>(1)</sup>	\$415 million <sup>(1)</sup>	\$350 million <sup>(1)</sup>	650 <sup>(1)</sup> 550 <sup>(1)</sup> 485 <sup>(1)</sup>	Refrigeration and heating company	Adam Coffey CEO/president (714) 510-9500	



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7	<b>Alliant Insurance Services Inc.</b> 1301 Dove St., Ste. 200 Newport Beach 92660-2436 Website: alliant.com Email: marcomm@alliant.com		38.1%	\$1.7 billion	\$1.5 billion	\$1.2 billion	326 302 307	Commercial insurance brokerage and employee benefits consulting firm	Thomas W. Corbett chairman/CEO (949) 756-0271	
8	<b>MS International Inc.</b> 2095 N. Batavia St. Orange 92865-3101 Website: msisurfaces.com Email: neha@msisurfaces.com		27.4%	\$1.4 billion	\$1.2 billion	\$1.1 billion	438 397 368	Distributor of flooring, countertop, granite, quartz, wall tile and hardscaping	Manu Shah CEO (714) 685-7500/(714) 685-7600	
9	<b>Professional Plastics Inc.</b> 1810 E. Valencia Drive Fullerton 92831-4847 Website: professionalplastics.com Email: d.kietzke@proplas.com		24.9%	\$214.8 million	\$175.6 million	\$172 million	78 77 77	Distributor in high-performance plastics	David Kietzke CEO (714) 446-6500/(714) 447-0114	
10	<b>Largo Concrete Inc.</b> 2741 Walnut Ave., first floor Tustin 92780-7037 Website: largoconcrete.com Email: info@largoconcrete.com		24.7%	\$580 million	\$510 million	\$465 million	115 100 80	Structural concrete: formwork, pumping, place and finish, masonry, and design-build parking structures	Ken Long president (714) 731-3600/(714) 731-4800	
11	<b>Synoptek Inc.</b> 19520 Jamboree Road, Ste. 110 Irvine 92612-2429 Website: synoptek.com Email: tyang@synoptek.com		24%	\$101.6 million	\$95.6 million	\$82 million	46 35 30	Systems integrator and managed IT services provider offering comprehensive IT management and consultancy services	Tim Britt CEO (949) 241-8600	
12	<b>UST Global Inc.</b> 5 Polaris Way Aliso Viejo 92656-5356 Website: ust-global.com Email: contact@ust-global.com		22.2%	\$1.1 billion <sup>(1)</sup>	\$1 billion <sup>(1)</sup>	\$900 million <sup>(1)</sup>	172 <sup>(1)</sup> 177 <sup>(1)</sup> 149 <sup>(1)</sup>	Information technology services provider	Krishna Sudheendra CEO (949) 716-8757/(949) 777-6286	

Photos show the first top official listed.  
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<sup>(1)</sup> Business Journal estimate

Researched by Meghan Kliever

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► NEXT WEEK'S LIST  
Insurance Brokers

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RANKED BY TWO-YEAR REVENUE GROWTH

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				6/30/2020	6/30/2019	6/30/2018				
13	<b>Kingston Technology Co.</b> 17600 Newhope St. Fountain Valley 92708-4220 Website: kingston.com Email: sales@kingston.com		21.9%	\$12.8 billion	\$13 billion	\$10.5 billion	3,500 3,500 3,500	Maker of PC and server memory, flash memory products, embedded solutions, gaming peripherals	David Sun/John Tu co-founders (714) 435-2600/(714) 435-2699	
14	<b>Millie and Severson Inc.</b> 3601 Serpentine Drive Los Alamitos 90720-0399 Website: mandsinc.com Email: info@mandsinc.com		21.9%	\$419.6 million	\$390.2 million	\$344.3 million	133 111 106	General contractor specializing in healthcare, medical office, office, industrial, institutional, hospitality, senior living, tenant improvements	Jon E. Severson president (562) 493-3611/(562) 598-6871	
15	<b>Royal Pacific Funding</b> 3070 Bristol St., Ste. 400 Costa Mesa 92626-3070 Website: rpfwholesale.com Email: info@royalpacificholding.com		21.1%	\$115 million	\$110.4 million	\$95 million	187 200 160	Wholesale mortgage lender	Sam Soliman CEO (877) 267-1056/(949) 652-3351	
16	<b>Orange Coast Title Co.</b> 1551 N. Tustin Ave., Ste. 300 Santa Ana 92705-8638 Website: octitle.com Email: richmac@octitle.com		20.4%	\$168.7 million	\$130.7 million	\$140.1 million	945 913 822	Title insurance and escrow services	Rich Macaluso president (714) 558-2836/(714) 541-3677	
17	<b>West Coast Prime Meats LLC</b> 344 Cliffwood Park St. Brea 92821-4103 Website: westcoastprimemeats.com Email: info@westcoastprimemeats.com		17.9%	\$148.6 million <sup>(1)</sup>	\$157 million <sup>(1)</sup>	\$126 million <sup>(1)</sup>	145 <sup>(1)</sup> 240 <sup>(1)</sup> 225 <sup>(1)</sup>	Meat distributor	Nathan Bennett/Craig Nickoloff/ William Hustedt president/managing members (714) 255-8560/(714) 255-0570	

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# THE LIST FASTEST-GROWING SMALL PRIVATE COMPANIES

## ▶ NEXT WEEK'S LIST Insurance Brokers

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RANKED BY TWO-YEAR REVENUE GROWTH

Rank	Company •Address	Company logo	Two-year revenue growth	Revenue for the 12 months ended			OC employees as of	Company/product description	Top local official(s) •Title •Phone/fax	Image
				6/30/2020	6/30/2019	6/30/2018				
14	<b>Method Technologies Inc.</b> 10805 Holder St., Ste. 100 Cypress 90630-5145 Website: mtinc.net Email: solutions@mtinc.net		44%	\$4.6 million	\$3.8 million	\$3.2 million	31 25 21	Technology consulting and support firm; provides managed IT services, computer support, phone systems and VoIP solutions, and voice and data cabling	Aaron Tuomala CEO (844) 463-8463/(714) 733-6301	
15	<b>YH Advisors</b> 5882 Bolsa Ave., Ste. 100 Huntington Beach 92649-5702 Website: yhadvisors.com Email: byacker@yhadvisors.com		43.6%	\$2.6 million	\$2.2 million	\$1.8 million	18 18 17	Provides tax, consulting and accounting services to nonprofits	Brian Yacker managing partner (310) 982-2803/(323) 320-4366	
16	<b>CGS Business Solutions</b> 30290 Rancho Viejo Road, Ste. 103 San Juan Capistrano 92675-1565 Website: cgs-it.net Email: info@cgs-it.net		41.2%	\$3.1 million <sup>(1)</sup>	\$2.1 million <sup>(1)</sup>	\$2.2 million <sup>(1)</sup>	11 <sup>(1)</sup> 9 <sup>(1)</sup> 8 <sup>(1)</sup>	IT business solutions, staffing and consulting services	Nick Chavis CEO/president (949) 385-2069	
17	<b>Netreo Inc.</b> 7171 Warner Ave., Ste. B787 Huntington Beach 92647-5478 Website: netreo.com Email: info@netreo.com		35.8%	\$5.4 million <sup>(1)</sup>	\$5.1 million <sup>(1)</sup>	\$4 million <sup>(1)</sup>	22 <sup>(1)</sup> 21 <sup>(1)</sup> 19 <sup>(1)</sup>	IT management solutions	Jasmin Young/Andrew Anderson CEO/president (949) 769-5700/(949) 769-5718	
18	<b>Manna Kadar Beauty</b> 16 Technology Drive, Ste. 102 Irvine 92618-2323 Website: mannakadarcosmetics.com Email: manna@mannakadarbeauty.com		33.9%	\$7.5 million	\$6.5 million	\$5.6 million	10 10 10	Beauty products: cosmetics, bath and body, men's, pet, natural products	Manna Kadar CEO (949) 679-4075/(949) 679-4075	
19	<b>Spinnaker Investment Group</b> 4100 MacArthur, Ste. 120 Newport Beach 92660-2063 Website: spinninvest.com Email: morgan@spinninvest.com		31.2%	\$2.7 million	\$2.5 million	\$2.1 million	7 7 6	Financial services	Morgan R. Christen CEO (949) 396-6703	
20	<b>CivicMinds Inc.</b> 8220 Katella Ave., Ste. 216 Stanton 90680-3295 Website: civicminds.com Email: contact@civicminds.com		31%	\$3.8 million <sup>(1)</sup>	\$3.1 million <sup>(1)</sup>	\$2.9 million <sup>(1)</sup>	44 <sup>(1)</sup> 31 <sup>(1)</sup> 20 <sup>(1)</sup>	Staffing and recruiting agency	Nick Sachdeva CEO (714) 657-7550/(714) 657-7466	
21	<b>R&amp;D Medical Products Inc.</b> 20492 Crescent Bay Drive, Ste. 106 Lake Forest 92630-8848 Website: rdmedicalproducts.com Email: dsheraton@rdmedicalproducts.com		24.8%	\$7 million <sup>(1)</sup>	\$6.6 million <sup>(1)</sup>	\$5.6 million <sup>(1)</sup>	48 <sup>(1)</sup> 47 <sup>(1)</sup> 55 <sup>(1)</sup>	Contract manufacturer of medical devices for diagnostic cardiology, fitness wearables, diagnostic neonatal, sports medicine rehabilitation/pain management, wellness devices and of pharmaceutical devices including transdermal drug delivery patches	David A. Sheraton Sr. CEO/president (949) 472-9346/(949) 472-9347	
22	<b>W+R Studios</b> 123 Main St., Ste. 201 Huntington Beach 92648-7104 Website: wrstudios.com Email: dan@wrstudios.com		23.4%	\$8.7 million <sup>(1)</sup>	\$8.3 million <sup>(1)</sup>	\$7 million <sup>(1)</sup>	42 <sup>(1)</sup> 42 <sup>(1)</sup> 40 <sup>(1)</sup>	Subscription software company serving the residential real estate industry	Greg Robertson CEO (855) 977-8834	
23	<b>Continental Industries Inc.</b> 1025 N. Armando St. Anaheim 92806-2606 Website: continental-ind.net Email: jeff@continental-ind.net		20.2%	\$7.1 million	\$7.2 million	\$5.9 million	49 48 44	Precision sheet metal fabrication	Jeff Hayden/Tami Hayden CEO, president/CFO (714) 632-9190	
24	<b>Capata</b> 28202 Cabot Road, Ste. 525 Laguna Niguel 92677-1273 Website: capatacpa.com Email: kevin@capatacpa.com		18.9%	\$3.7 million	\$3.6 million	\$3.1 million	17 16 14	CPA firm	Gary Capata/Kevin Cloward senior partner/managing partner (949) 364-0334/(949) 364-0362	
25	<b>Air Ocean Pros LLC</b> 16531 Bolsa Chica St., Ste. 302 Huntington Beach 92649-3595 Website: airoceanpros.com Email: sales@airoceanpros.com		15.9%	\$3.2 million <sup>(1)</sup>	\$2.6 million <sup>(1)</sup>	\$2.8 million <sup>(1)</sup>	3 4 4	Freight forwarding company specializing in global logistics	Gary V. Yaghyazarian president (714) 377-5933/(714) 377-5955	

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				6/30/2020	6/30/2019	6/30/2018				
1	<b>Your Wealth Effect</b> 300 Spectrum Center Drive, Ste. 845 Irvine 92618-4995 Website: yourwealtheffect.net Email: mark.delp@wfafinet.com		768.8%	\$9.1 million <sup>(1)</sup>	\$3.6 million <sup>(1)</sup>	\$1.1 million <sup>(1)</sup>	20 20 5	Comprehensive wealth management	Mark Delp president (949) 681-2435/(949) 502-5206	
2	<b>Cisoshare</b> 1319 Calle Avanzado San Clemente 92673-6351 Website: cisoshare.com Email: celyn.matienzo@cisoshare.com		326%	\$7.5 million <sup>(1)</sup>	\$5.9 million <sup>(1)</sup>	\$1.8 million <sup>(1)</sup>	35 <sup>(1)</sup> 21 <sup>(1)</sup> 20 <sup>(1)</sup>	Specializes in security program development services	Mike Gentile founder/CEO/president (800) 203-3817	
3	<b>LongTail Alpha LLC</b> 500 Newport Center Drive, Ste. 820 Newport Beach 92660-7008 Website: longtailalpha.com Email: vb@longtailalpha.com		142.3%	\$8.9 million	\$6.1 million	\$3.7 million	7 7 7	Investment advisor specializing in risk management strategies	Vineer Bhansali founder/CEO (949) 706-7777	
4	<b>California Coastal Loans</b> 26381 Crown Valley Parkway, Ste. 230 Mission Viejo 92691-6301 Website: cacoastalloans.com Email: dino@cacoastalloans.com		138.6%	\$3.2 million <sup>(1)</sup>	\$2 million <sup>(1)</sup>	\$1.3 million <sup>(1)</sup>	13 9 7	Mortgage broker	Dino Katsiametis owner/broker (949) 720-1616/(949) 266-5718	
5	<b>Orange Aluminum Corp.</b> 23982 Cormorant Lane Laguna Niguel 92677-1356 Website: orangealuminum.com Email: cameron@orangealuminum.com		109.9%	\$7.7 million <sup>(1)</sup>	\$5.6 million <sup>(1)</sup>	\$3.6 million <sup>(1)</sup>	17 <sup>(1)</sup> 10 <sup>(1)</sup> 8 <sup>(1)</sup>	Architectural and structural aluminum supplier	Cameron Munson/Tiffany Munson president/brand manager (714) 464-2181/(714) 771-1221	
6	<b>Doing Good Works</b> 12 Mauchly, Ste. B Irvine 92618-2395 Website: doinggoodworks.com Email: jordanb@doinggoodworks.com		80%	\$3.1 million	\$2.7 million	\$1.7 million	16 16 9	Benefit corporation that sells branded merchandise as a way to create resources and job opportunities for young people aging out of foster care	Scott Henderson co-founder/CEO (949) 354-0400	
7	<b>OEM Materials &amp; Supplies Inc.</b> 1500 Ritchey St. Santa Ana 92705-4731 Website: oemmaterials.com Email: wendy@oemmaterials.com		74.8%	\$6.1 million	\$4.4 million	\$3.5 million	20 15 13	Packaging, PPE, janitorial supplies, vendor managed inventory services with just-in-time inventory programs	Wendy R. King CEO (714) 564-9600	
8	<b>Numa Networks</b> 400 N. Tustin Ave., Ste. 400 Orange 92867-7723 Website: numanetworks.com Email: warren@numanetworks.com		66.6%	\$8.7 million <sup>(1)</sup>	\$7.4 million <sup>(1)</sup>	\$5.3 million <sup>(1)</sup>	34 <sup>(1)</sup> 30 <sup>(1)</sup> 23 <sup>(1)</sup>	Managed service provider of IT support services, backup, security and cloud	Warren Hino president (714) 455-3900	
9	<b>Apex Golf Carts</b> 23252 Del Lago Drive, Ste. E Laguna Hills 92653-1359 Website: apexgolfcarts.com Email: sales@apexgolfcarts.com		57.1%	\$2.7 million	\$2.3 million	\$1.7 million	6 6 6	Sales of new, used and custom-built golf carts; short and long term golf cart rentals; maintenance service and repairs	Caius Griu CEO (949) 340-1555/(949) 393-7020	
10	<b>GonLED</b> 1835 Whittier Ave., Ste. D12 Costa Mesa 92627-4574 Website: gonled.com		52.5%	\$9 million <sup>(1)</sup>	\$12.1 million <sup>(1)</sup>	\$5.9 million <sup>(1)</sup>	4 <sup>(1)</sup> 4 <sup>(1)</sup> 4 <sup>(1)</sup>	Lighting solutions provider	Justin Swedlow principal (855) 234-4533/(866) 807-0734	
11	<b>Serve First Solutions Inc.</b> 10938 Portal Drive Los Alamitos 90720-2519 Website: serve-first.com Email: info@serve-first.com		49.9%	\$7.2 million	\$6.3 million	\$4.8 million	25 23 20	Electronic payment processing	Robert Beaton/Matthew Greco president/partner (714) 236-9011/(714) 494-8282	
12	<b>Pacific Companies Inc.</b> 75 Enterprise, Ste. 220 Aliso Viejo 92656-2626 Website: pacificcompanies.com Email: info@pacificcompanies.com		47.8%	\$10 million <sup>(1)</sup>	\$10.3 million <sup>(1)</sup>	\$6.8 million <sup>(1)</sup>	44 <sup>(1)</sup> 43 <sup>(1)</sup> 39 <sup>(1)</sup>	Permanent and locums tenens healthcare recruitment for physicians, nurse practitioners, advanced practice providers, and dentists	Gary Cook CEO/president (800) 741-7629/(888) 351-7159	
13	<b>Alchemy Factory</b> 2900 Bristol St., Ste. D201-203 Costa Mesa 92626-5941 Website: al.che.my Email: fabio@alchemyfactory.co		47.5%	\$8.9 million	\$9.5 million	\$6 million	19 17 15	Digital health incubator focused on helping biotech, pharma and health tech startups; Alchemy includes CureClick, a crowdsourced clinical trial recruitment service; inVibe, a disruptive speech emotion market research platform for health; and Sonic Health, a story-driven idea consultancy	Fabio Gratton/Ross Fetterolf/ Jeremy Franz CEO/chief strategy officer/chief technology officer (949) 422-3545	

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41	<b>CDG Builders Inc.</b> 24 Executive Park, Ste. 150 Irvine 92614-2753 Website: cdgbuilders.com Email: info@cdgbuilders.com		23.1%	\$73.9 million	\$56.2 million	\$60 million	51 53 52	General contractor specializing in commercial, healthcare, senior living, and science/technology projects throughout Southern California	Greg Horvath/Chris DeFazio principals (949) 892-3510/(949) 272-5848 
42	<b>Prince Organization</b> 18620 Seabiscuit Run Yorba Linda 92886-2669 Email: satolani@hotmail.com		20.8%	\$33.6 million	\$29.8 million	\$27.8 million	14 12 9	Hospitality lodging	Sunil Tolani CEO (714) 496-3476/(714) 777-3182 
43	<b>Vision33 Inc.</b> 6 Hughes, Ste. 220 Irvine 92618-2063 Website: vision33.com Email: contact@vision33.com		17%	\$44.1 million	\$41.5 million	\$37.7 million	30 34 32	IT professional services consultancy	Alex Rooney VP, SAP solutions (949) 420-3300 
44	<b>MB Coatings Inc.</b> 571 N. Poplar St., Ste. G Orange 92868-1023 Website: mbcoatings.com Email: mike@mbcoatings.com		16.1%	\$20.5 million	\$19.9 million	\$17.7 million	164 199 196	Commercial painting contractor	Mike Bartle/Amanda Bartle president/VP (714) 941-8880/(714) 589-2665
45	<b>Wood Gutmann &amp; Bogart Insurance Brokers</b> 15901 Red Hill Ave., Ste. 100 Tustin 92780-7318 Website: wgbib.com Email: kathleenk@wgbib.com		15.6%	\$34.4 million	\$32 million	\$29.8 million	119 114 100	Complete range of commercial, personal and employee benefits insurance products and services	Kevin S. Bogart CEO (714)824-8309/(714) 573-1770 

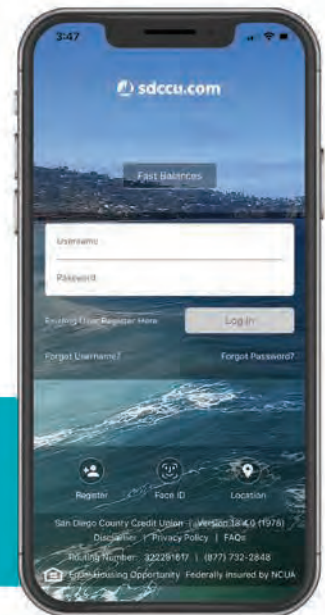
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**Laguna Niguel Branch**  
(Across from Trader Joe's®)  
32341 Golden Lantern  
Suite A

**Mission Viejo Branch**  
(On the corner of Alicia Pkwy and Jeronimo Rd)  
23982 Alicia Pkwy

**Westminster Branch**  
(Next to Albertsons®)  
6745 Westminster Blvd  
Suite B

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				6/30/2020	6/30/2019	6/30/2018				
27	<b>Optimum Employer Solutions LLC</b> 2530 Red Hill Ave., Ste. 200 Santa Ana 92705-5595 Website: optimumhr.net Email: keving@optimumhr.net		45.7%	\$30.4 million <sup>(1)</sup>	\$23.4 million <sup>(1)</sup>	\$20.9 million <sup>(1)</sup>	24 <sup>(1)</sup> 22 <sup>(1)</sup> 19 <sup>(1)</sup>	Human resource outsourcing firm	Kevin Gramian CEO/president (949) 650-7800	
28	<b>iBASEt</b> 27442 Portola Parkway, Ste. 300 Foothill Ranch 92610-2822 Website: ibaset.com Email: inquiry@ibaset.com		45.1%	\$28 million	\$26 million	\$19.3 million	65 75 75	Provider of manufacturing, quality, and MRO solutions that enable digital continuity across the enterprise	Naveen Poonian CEO (949) 598-5200/(949) 598-2600	
29	<b>U.S. Alliance Group Inc.</b> 29883 Santa Margarita Parkway Rancho Santa Margarita 92688-3611 Website: usag-inc.com Email: fadi.cheikha@usag-inc.com		42.9%	\$35.6 million	\$33.9 million	\$24.9 million	78 51 45	ATMs, check cashing, other financial services	Fadi Cheikha CEO (949) 888-4408/(949) 709-4863	
30	<b>TeamLogic IT</b> 26722 Plaza Mission Viejo 92691-8051 Website: teamlogicit.com Email: pspaan@teamlogicit.com		41.9%	\$88.8 million	\$71.8 million	\$62.6 million	50 50 45	Managed IT services and computer support for businesses	Don F. Lowe/Dan Shapero CEO/president (949) 582-5300/(949) 348-5010	
31	<b>LCPtracker Inc.</b> 117 E. Chapman Ave. Orange 92866-1401 Website: lcptracker.com Email: info@lcptracker.com		33.2%	\$13.4 million	\$11.5 million	\$10.1 million	69 65 63	Cloud-based SaaS solutions for construction site compliance, certified payroll and workforce reporting	Mark Douglas CEO (714) 669-0052/(562) 684-0145	
32	<b>Profit Recovery Partners LLC</b> 2995 Red Hill Ave., Ste. 200 Costa Mesa 92626-5984 Website: prpllc.com Email: dons@prpllc.com		31.4%	\$24.2 million	\$21.4 million	\$18.4 million	101 <sup>(1)</sup> 101 <sup>(1)</sup> 96 <sup>(1)</sup>	Cost reduction services	Donald Steiner CEO (714) 617-3900/(714) 617-3910	
33	<b>Smith and Severson Builders</b> 21072 Bake Parkway, Ste. 106 Lake Forest 92630-2180 Website: smithandseverson.com Email: dsmith@smithandseverson.com		28.6%	\$43.1 million	\$36 million	\$33.5 million	24 27 22	General and tenant-improvement contractor	David Smith president (949) 232-1222	
34	<b>A &amp; R Corporation Inc.</b> 19700 Fairchild Road, Ste. 260 Irvine 92612-2520 Website: aandrcorp.com Email: info@aandrcorp.com		28.6%	\$36 million	\$32 million	\$28 million	25 31 27	General contracting firm focused on the multifamily (market rate, condominiums, assisted living), hospitality, and commercial market sectors	Ali Fadavi/Dean Sanchez/Neil Miller CEO, president/VP, estimating & preconstruction/VP, operations, project executive (949) 396-7999/(949) 335-9020	
35	<b>Credit Union of Southern California</b> 8101 E. Kaiser Blvd., Ste. 300 Anaheim 92808-2243 Website: cusocal.org Email: mhunter@cusocal.org		28.6%	\$86.3 million	\$76.5 million	\$67.2 million	254 233 201	Financial and banking services	Dave Gunderson CEO/president (866) 287-6225/(888) 287-6225	
36	<b>AO Architects</b> 144 N. Orange St. Orange 92866-1413 Website: aoarchitects.com Email: info@aoarchitects.com		27.4%	\$64.5 million <sup>(1)</sup>	\$60.6 million <sup>(1)</sup>	\$50.6 million <sup>(1)</sup>	277 <sup>(1)</sup> 290 <sup>(1)</sup> 270 <sup>(1)</sup>	Architecture and design firm with studios dedicated to multifamily, retail, hospitality, restaurant, mixed-use, office, industrial, parking, landscape, global design, science and technology, modular, and transit-oriented developments	Jack Selman CEO (714) 639-9860/(714) 639-5286	
37	<b>Pedego Electric Bikes</b> 11310 Slater Ave. Fountain Valley 92708-5441 Website: pedegoelectricbikes.com Email: dondico@aol.com		27.3%	\$24 million	\$20.8 million	\$18.8 million	29 44 41	Electric bicycles available for sales, rentals and tours	Don DiCostanzo CEO (714) 361-4400	
38	<b>Planet DDS</b> 3990 Westerly Place, Ste. 200 Newport Beach 92660-2312 Website: planetdds.com Email: info@planetdds.com		27%	\$13.4 million <sup>(1)</sup>	\$11.3 million <sup>(1)</sup>	\$10.6 million <sup>(1)</sup>	43 <sup>(1)</sup> 55 <sup>(1)</sup> 41 <sup>(1)</sup>	Cloud-based dental practice management software and services for dental groups and solo practices	Eric Giesecke CEO (800) 861-5098/(714) 242-2060	
39	<b>Solar Art</b> 23042 Mill Creek Drive Laguna Hills 92653-1214 Website: solarart.com Email: info@solarart.com		25.5%	\$10.7 million	\$9.9 million	\$8.6 million	53 51 49	Provides and installs window film	Matthew Darienzo CEO (949) 770-8969/(949) 830-3135	
40	<b>Burnham Benefits Insurance Services</b> 2211 Michelson Drive, Ste. 1200 Irvine 92612-0304 Website: burnhambenefits.com		24.7%	\$41.9 million	\$37.1 million	\$33.6 million	65 65 61	Employee benefits brokerage and consulting firm	Kristen Allison CEO/president (949) 833-2983/(949) 833-9549	




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<sup>(1)</sup> Business Journal estimate

Researched by Meghan Kliever

# THE LIST FASTEST-GROWING MIDSIZE PRIVATE COMPANIES

▶ NEXT WEEK'S LIST  
Insurance Brokers

RANKED BY TWO-YEAR REVENUE GROWTH

Rank	Company Address	Company logo	Two-year revenue growth	Revenue for the 12 months ended			OC employees as of 6/30/2020 6/30/2019 6/30/2018	Company/product description	Top local official(s) Title Phone/fax	Photo
				6/30/2020	6/30/2019	6/30/2018				
13	<b>Incentive Imports</b> 128 E. Dyer Road, Ste. A Santa Ana 92707-3715 Website: IncentiveImports.com Email: mark@incentiveimports.com		93.5%	\$10.2 million <sup>(1)</sup>	\$6.7 million <sup>(1)</sup>	\$5.3 million <sup>(1)</sup>	4 3 2	Product design and development firm focused on supporting loyalty programs	Mark Diteaux president/COO (714) 673-6400/(714) 673-6401	
14	<b>Branded Group</b> 222 S. Harbor Blvd., Ste. 500 Anaheim 92805-3712 Website: branded-group.com Email: bebetter@branded-group.com		92.3%	\$33.6 million	\$30 million	\$17.5 million	84 60 60	Diagnoses and resolves facility maintenance issues	Michael Kurland CEO (323) 940-1444/(323) 940-1415	
15	<b>J-Squared General Contractors Inc.</b> 1844 W. Business Center Drive Orange 92867-7904 Website: jsquaredgc.com Email: jeffc@jsquaredgc.com		92%	\$92.4 million <sup>(1)</sup>	\$54.4 million <sup>(1)</sup>	\$48.1 million <sup>(1)</sup>	48 <sup>(1)</sup> 94 <sup>(1)</sup> 31 <sup>(1)</sup>	General contractor and construction management	Jeff Clark CEO (714) 884-4590/(714) 884-4595	
16	<b>SmartBug Media Inc.</b> 2618 San Miguel Drive, Ste. 216 Newport Beach 92660-5437 Website: smartbugmedia.com Email: ryan@smartbugmedia.com		84.6%	\$12.4 million	\$11.2 million	\$6.7 million	3 4 2	Marketing agency specializing in digital marketing, web development, PR, CRM enablement, and marketing automation	Ryan Malone/Julia Feldman CEO/general counsel (949) 236-6448	
17	<b>Leaf Communications Inc.</b> 1000 Calle Cordillera San Clemente 92673-6235 Website: leafcomm.com Email: dan.leaf@leafcomm.com		81.3%	\$24.8 million <sup>(1)</sup>	\$19.8 million <sup>(1)</sup>	\$13.7 million <sup>(1)</sup>	92 <sup>(1)</sup> 78 <sup>(1)</sup> 62 <sup>(1)</sup>	Wireless design, engineering, and construction for first responders and cellular telecommunications for outdoor and indoor coverage needs	Dan Leaf/Lisa Leaf CEO, president/executive VP (949) 485-8793	
18	<b>Taber Co.</b> 1442 Ritchey St. Santa Ana 92705-4717 Website: taberco.net Email: info@taberco.net		75%	\$42 million <sup>(1)</sup>	\$34 million <sup>(1)</sup>	\$24 million <sup>(1)</sup>	251 <sup>(1)</sup> 202 <sup>(1)</sup> 171 <sup>(1)</sup>	Manufactures architectural millwork	Brian Taber president (714) 543-7100	
19	<b>PriceSpider</b> 20 Pacifica, Ste. 1000 Irvine 92618-7462 Website: pricespider.com Email: allison.rulloda@pricespider.com		73.3%	\$32.9 million <sup>(1)</sup>	\$23.8 million <sup>(1)</sup>	\$19 million <sup>(1)</sup>	168 <sup>(1)</sup> 78 <sup>(1)</sup> 74 <sup>(1)</sup>	Provider of data and consumer analytics technology	Anthony Ferry co-founder/CEO (949) 625-6117	
20	<b>RBA Builders Inc.</b> 17601 Sampson Lane Huntington Beach 92647-6750 Website: rbabuildersinc.com Email: marketing@rbabinc.com		72%	\$49.8 million <sup>(1)</sup>	\$43.4 million <sup>(1)</sup>	\$28.9 million <sup>(1)</sup>	79 <sup>(1)</sup> 80 <sup>(1)</sup> 84 <sup>(1)</sup>	Commercial construction	Robert Anderson founder/CEO (714) 895-9000/(714) 895-9001	
21	<b>Morris Construction</b> 4100 Birch St., Ste. 500 Newport Beach 92660-2273 Website: morris-usa.com Email: info@morris-usa.com		70.9%	\$40.5 million	\$23.8 million	\$23.7 million	29 24 21	Commercial general contractor	Chris Morris CEO/president (949) 333-7000	
22	<b>Lojstic</b> 3200 Park Center Drive, Ste. 500 Costa Mesa 92626-1986 Website: lojstic.com Email: hello@lojstic.com		56%	\$14 million	\$10.5 million	\$9 million	32 27 29	Logistics consulting company	Luke Kupersmith co-founder/CEO (949) 398-6454/(714) 333-9356	
23	<b>Davison &amp; Moore LLC</b> 1567 Sunland Lane Costa Mesa 92626-1514 Website: davisonandmoore.com Email: melissa@davisonandmoore.com		54.5%	\$13.9 million	\$7.9 million	\$9 million	11 9 5	Commercial flooring contractor	Brian W. Davison/Michael K. Moore principals (949) 252-0101/(949) 252-0707	
24	<b>Innovative Construction Solutions</b> 575 Anton Blvd., Ste. 850 Costa Mesa 92626-7023 Website: icsinc.tv		51.4%	\$94.3 million	\$79.9 million	\$62.3 million	131 250 160	Environmental construction firm	Hirad Emadi/John R. White president/executive VP (714) 893-6366/(714) 893-5122	
25	<b>TechMD</b> 3750 S. Susan St. Santa Ana 92704-6949 Website: techmd.com Email: info@techmd.com		51.2%	\$10.8 million	\$8.3 million	\$7.2 million	65 60 54	IT solutions firm that specializes in cloud solutions, cybersecurity services, strategic IT consulting and managed IT services	Sebastian Igreti CEO (888) 883-2463	
26	<b>Max Interactive Inc.</b> 17752 Mitchell N., Ste. D Irvine 92614-6802 Website: maxcases.com Email: info@maxcases.com		47.2%	\$13.9 million <sup>(1)</sup>	\$11.5 million <sup>(1)</sup>	\$9.4 million <sup>(1)</sup>	15 <sup>(1)</sup> 15 <sup>(1)</sup> 19 <sup>(1)</sup>	Device protection manufacturer	Al Giazzon CEO (888) 799-6837/(714) 656-2227	

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Researched by Meghan Kliever

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# THE LIST FASTEST-GROWING MIDSIZE PRIVATE COMPANIES

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Insurance Brokers

RANKED BY TWO-YEAR REVENUE GROWTH

Rank	Company Address	Company logo	Two-year revenue growth	Revenue for the 12 months ended			OC employees as of	Company/product description	Top local official(s) •Title •Phone/fax	Photo
				6/30/2020	6/30/2019	6/30/2018				
1	<b>Americor Funding Inc.</b> 18200 Von Karman Ave., Ste. 600 Irvine 92612 Website: americor.com Email: pr@americor.com		491.5%	\$87.5 million <sup>(1)</sup>	\$48.6 million <sup>(1)</sup>	\$14.8 million <sup>(1)</sup>	317 <sup>(1)</sup> 167 <sup>(1)</sup> 424 <sup>(1)</sup>	Finance technology company providing debt and lending solutions	Benny Ganatra CEO (866) 333-8686	
2	<b>Electric Bike Co.</b> 519 Superior Ave. Newport Beach 92663-3630 Website: electricbikecompany.com Email: seanlupton@me.com		483.3%	\$10.5 million <sup>(1)</sup>	\$3.2 million <sup>(1)</sup>	\$1.8 million <sup>(1)</sup>	43 <sup>(1)</sup> 16 <sup>(1)</sup> 6 <sup>(1)</sup>	Electric bike builder	Sean P. Lupton-Smith founder (949) 264-4080/(770) 241-8132	
3	<b>Fresh n' Lean</b> 333 N. Euclid Way Anaheim 92801-6738 Website: freshnlean.com Email: info@nutritioncorp.com		336.2%	\$62.8 million	\$26.6 million	\$14.4 million	410 205 95	Ready-to-eat meal delivery service	Lauren Asseo/Thomas Asseo founder, co-CEO/co-CEO (888) 420-4080	
4	<b>Sovereign Lending Group Inc.</b> 3540 Howard Way, Ste. 200 Costa Mesa 92626-1417 Website: slgmortgage.com Email: dholtz@slgmortgage.com		294.4%	\$35 million	\$19 million	\$8.9 million	197 120 73	Residential real estate lending	Joe Pirro/Dan Holtz president/VP (800) 817-0201/(949) 242-2559	
5	<b>Ahtna Design-Build Inc.</b> 3200 El Camino Real, Ste. 240 Irvine 92602-1381 Website: ahtnadb.com Email: corourke@ahtna.net		253.2%	\$44.3 million	\$33.6 million	\$12.5 million	18 18 8	Civil and marine construction, construction management, and environmental remediation services	Craig O'Rourke president (714) 824-3470/(714) 824-3474	
6	<b>SureCo Healthcare &amp; Technology</b> 201 E. Sandpointe Ave., Ste. 600 Santa Ana 92707-8700 Website: sureco.com Email: info@sureco.com		203.8%	\$14.9 million <sup>(1)</sup>	\$12.7 million <sup>(1)</sup>	\$4.9 million <sup>(1)</sup>	94 <sup>(1)</sup> 63 <sup>(1)</sup> 50 <sup>(1)</sup>	Health insurance agency	Matthew Young Kim CEO (866) 235-5515/(866) 660-4082	

**Orrick is recognized as a leading law firm for our strength of practice.** As a standout firm in the Tech & Innovation, Energy & Infrastructure and Finance sectors, clients rely on us for creative solutions. Our excellence has earned us:

- Most Innovative Law Firm in North America, by *Financial Times* in 2016-2018, runner-up in 2019
- First Legal Innovation Award in 2018 and Best Use of Technology in 2019

7	<b>QOS Networks</b> 5 Park Plaza, Ste. 350 Irvine 92614-8524 Website: qosnet.com Email: swhittington@qosnet.com		166%	\$13.6 million <sup>(1)</sup>	\$6.1 million <sup>(1)</sup>	\$5.1 million <sup>(1)</sup>	60 <sup>(1)</sup> 42 <sup>(1)</sup> 24 <sup>(1)</sup>	Provides design, deployment, and management of edge solutions like SD-WAN, security, advanced analytics, multi-cloud enablement	Frank Cittadino CEO (310) 436-6970	
8	<b>P&amp;P Imports LLC</b> 17352 Derian Ave. Irvine 92614-5816 Website: pandpimports.com		149.5%	\$59.2 million	\$32.4 million	\$23.7 million	39 23 20	Designer and distributor of outdoor games, sporting goods and premium pool floats	Peter Tanoury/Peter Engler partners (650) 488-8270	
9	<b>Recall Masters Inc.</b> 23131 Verdugo Drive Laguna Hills 92653-1334 Website: recallmasters.com Email: dan@recallmasters.com		118.4%	\$14.2 million	\$11.8 million	\$6.5 million	35 65 35	Provider of automotive recall news, data, technology, communications and training services to OEMs, automotive dealerships, fleet managers/rental companies, online properties, independent dealers, and industry software and service providers	Christopher Miller owner/CEO (949) 246-3052/(949) 861-6350	
10	<b>SurePrep</b> 17890 Sky Park Circle Irvine 92614-4493 Website: corp.sureprep.com Email: gpope@sureprep.com		98.8%	\$32.6 million <sup>(1)</sup>	\$25.8 million <sup>(1)</sup>	\$16.4 million <sup>(1)</sup>	121 <sup>(1)</sup> 73 <sup>(1)</sup> 49 <sup>(1)</sup>	Provides 1040 tax automation solutions for CPA firms that include scan and populate with an optional OCR verification service and outsourcing and mobile solution that eliminates the paper organizer	David Wyle CEO/president (800) 805-8582/none	
11	<b>Zadara Storage Inc.</b> 9245 Research Drive Irvine 92618-4286 Website: zadara.com Email: lauren@zadara.com		94.5%	\$25.2 million	\$17.9 million	\$12.9 million	120 36 21	Enterprise cloud storage	Nelson Nahum CEO (949) 251-0360	
12	<b>MatterHackers</b> 20321 Valencia Circle Lake Forest 92630-8159 Website: matterhackers.com Email: michael.hulse@matterhackers.com		94.1%	\$25.1 million <sup>(1)</sup>	\$19.4 million <sup>(1)</sup>	\$12.9 million <sup>(1)</sup>	53 57 46	3D printing products	Lars Brubaker/Kevin Pope/Mike Hulse CEO/COO/CFO (949) 613-5838	

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