



Ernst & Young
 Entrepreneur Of The Year®
25 years of inspiration

2011 Orange County

inspired entrepreneurs ex
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1986

25 years of inspiration

2011

Ernst & Young Entrepreneur of the Year®

Ernst & Young celebrates the vision, optimism, and courage of entrepreneurs via our global Entrepreneur of the Year programs. For 25 years, we've recognized and rewarded entrepreneurs' ability to transform dreams into thriving businesses and to inspire others to go boldly into the future. An entrepreneur's unyielding drive to seize the power of transformative ideas creates jobs, energizes markets, builds wealth and spurs economic growth around the world. Masters of enterprise who harness innovation to challenge the status quo, entrepreneurs identify new connections, alternatives, and strategies to redefine achievement for their businesses and their communities.

When the Entrepreneur of the Year Program was first held in 1986, in Milwaukee, Wisconsin, Ernst & Young's goal was to bring together the most successful entrepreneurs and join with their communities in applauding their achievements. Today, that's still our goal. This esteemed recognition now spans more than 140 cities and 50 countries worldwide with more than 8,000 prior award winners, and in the U.S., has grown from one awards program to 26 regional programs.

On June 11, the Orange County Entrepreneur of the Year ceremony will celebrate 25 years of leaders who have been setting new benchmarks and defying the odds in industries and economies. Hosted by Christine Devine of Fox 11 News, we will join together to salute the passion, enthusiasm and insight that make Entrepreneur of the Year winners different - that make them exceptional.

The year-long process culminates each November with the National awards ceremony hosted by Jay Leno in Palm Springs, California. The award ceremony concludes the annual Ernst & Young Strategic Growth Forum®, which convenes more than 1,700 C-level business leaders.

As we lift our glasses on June 11 in Orange County, we invite the entrepreneurs of tomorrow to join us in celebrating the 2011 award recipients, prior winners and respected program alumni from the past 25 years. To learn more, visit <http://www.ey.com/us/eoy/oc>.

America's Business Leaders

The program is well known for identifying high-growth entrepreneurs before their businesses become household names. Past national winners in the United States include:

- 1989 — Michael Dell, *Dell Computer*
- 1990 — Robert Levine and Craig Benson, *Cabletron Systems, Inc.*
- 1991 — Cecil Ursprung, *Reflexite Corporation*
- 1992 — Jerry Ehrlich, *Wabash National*
- 1993 — Robert E.M. Nourse, *The Bombay Co.*
- 1994 — Robert Basham, Tim Gannon and Chris Sullivan, *Outback Steak House*
- 1995 — Allen Breed, *Breed Technologies, Inc.*
- 1996 — Henry Yuen, *Gemstar International*
- 1997 — Jack and Andy Taylor, *Enterprise Rent-A-Car*
- 1998 — Edward Iacobucci, *Citrix Systems, Inc.*
- 1999 — Richard M. Schulze, *Best Buy*
- 2000 — Scott Kriens, *Juniper Networks*
- 2001 — Dr. Phillip Frost, *IVAX Corporation*
- 2002 — Jeno F. Paulucci, *Luigino's, Inc.*
- 2003 — John Mackey, *Whole Foods Market, Inc.*
- 2004 — H. Wayne Huizenga, *Huizenga Holdings, Inc.*
- 2005 — Arthur M. Blank, *Atlanta Falcons, The Home Depot, Georgia Force*
- 2006 — Richard E. Caruso, Ph.D., *Integra LifeSciences Corporation*
- 2007 — Isaac Larian, *MGA Entertainment*
- 2008 — Matthew Szulik, *Red Hat, Inc.*
- 2009 — Tom Adams, *Rosetta Stone Inc.*
- 2010 — Howard Lutnick, *BGC Partners, Inc.*

Regional Entrepreneur of the Year Awards

To be eligible, the nominee must be an owner/leader of a private or public company that is at least three years old. They must be primarily responsible for the recent performance of the company, in their position for at least two years and an active member of top management.

Independent judging panels from each program region select approximately five to ten Entrepreneur of the Year award winners in several industry categories, which could include the following:

- ◆ Communications
- ◆ Retail & Consumer Products
- ◆ Distribution & Manufacturing
- ◆ Media & Entertainment
- ◆ Energy & Related Services
- ◆ Real Estate & Construction
- ◆ Financial & Business Services
- ◆ Life Science & Health Care
- ◆ Technology

General awards

General awards at the regional level may also include:

- ◆ **Master Entrepreneur of the Year:** An individual who has maintained excellence over a sustained period of time. The business must be more than five years old. A Master Entrepreneur may also be a "serial" entrepreneur, such as Wayne Huizenga of *Huizenga Holdings, Inc.*
- ◆ **Emerging Entrepreneur of the Year:** An individual who exemplifies the start-up process at its best. The business must be less than five years old and must be operational for at least two years. An Emerging Entrepreneur's business growth rate is approximately 20% per year.

- ◆ **Lifetime Achievement Award:** An individual whose extraordinary entrepreneurial achievements, creativity, leadership and vision result in a dynamic business venture(s).

National Entrepreneur of the Year Awards

All Ernst & Young regional award winners are eligible for the national awards. The national award winners are selected in general and industry categories by an **independent national judging panel**. From the national category winners, the overall Entrepreneur of the Year national award winner is chosen. National finalists and winners in all categories will be announced at the Ernst & Young Entrepreneur of the Year Awards gala in Palm Springs on November 12, 2011. In addition, all Ernst & Young Entrepreneur of the Year national award winners and national finalists will be featured in the annual issue of Ernst & Young's *Entrepreneur of the Year* magazine, as well as other local and national media vehicles.



World Entrepreneur of the Year Award

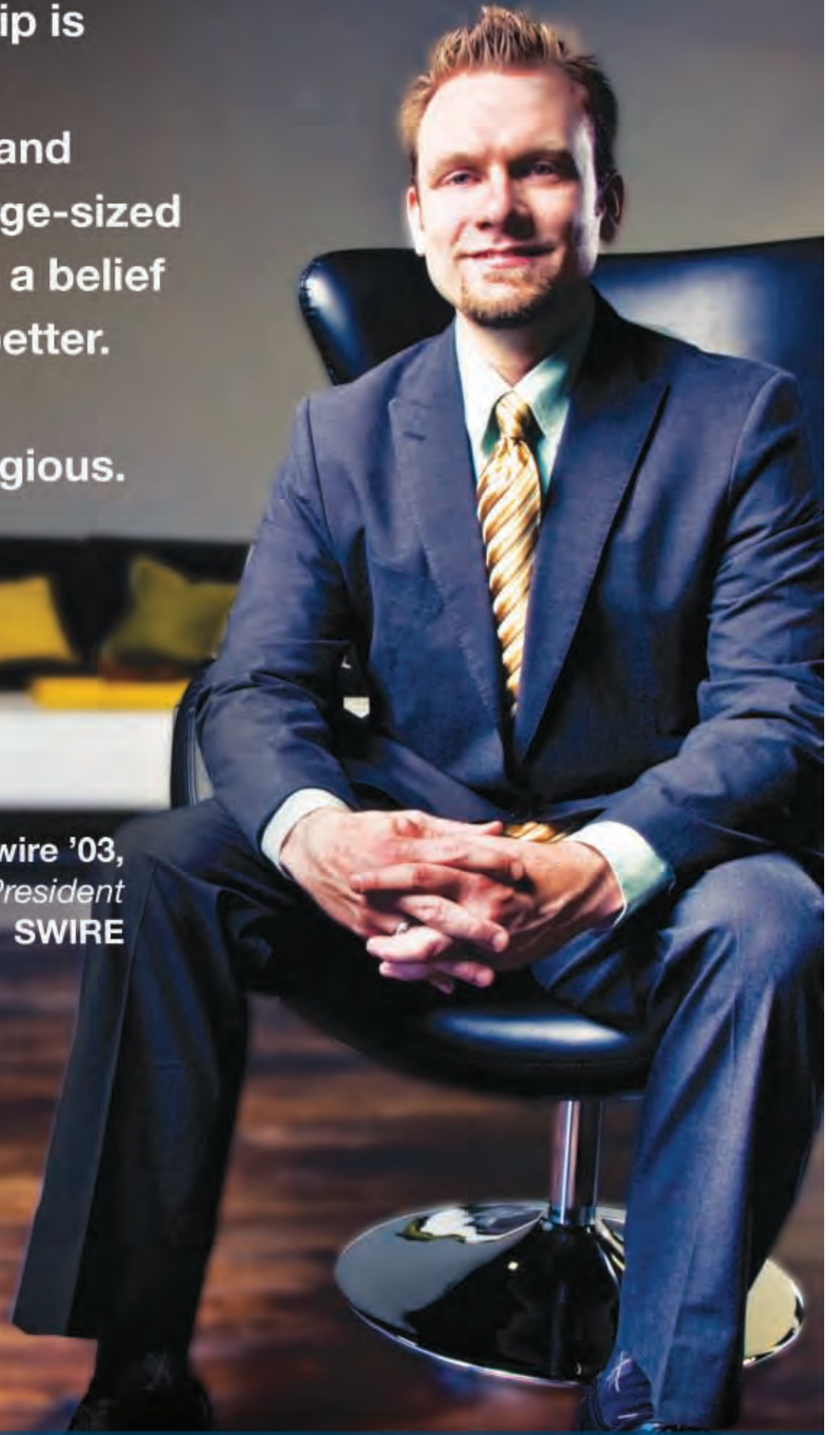
The 2010 Entrepreneur of the Year country winners from around the world will convene in Monte Carlo on June 2-5, 2011, for the eleventh annual World Entrepreneur of the Year Award gala. All of the country winners will be inducted into the World Entrepreneur of the Year World Academy as lifetime members. Following the induction ceremony, this year's World Entrepreneur of the Year Award winner will be announced. **Michael Spencer, Group CEO of the UK's ICAP plc was named the Entrepreneur of the Year 2010 World Award winner.**

Past Entrepreneur of the Year World Award winners include:

- 2001 — Paolo della Porta, *SAES Getters, Italy*
- 2002 — Stefan Vilsmeier, *BrainLab, Germany*
- 2003 — Naryana NR Murthy, *Infosys Technologies, India*
- 2004 — Tony Tan Caktiong, *Jollibee Food Corporation, Philippines*
- 2005 — H. Wayne Huizenga, *Huizenga Holdings, United States*
- 2006 — Bill Lynch, *Imperial Holdings, South Africa*
- 2007 — Guy Laliberte, *Cirque du Soleil, Canada*
- 2008 — Jean-Paul Clozel, *Actelion Pharmaceuticals, Switzerland*
- 2009 — Cao Dewang, *Fuyao Glass Industry Group, China*

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For many, Entrepreneurship is about starting a business. It's also about innovation and creativity in medium to large-sized firms. Entrepreneurship is a belief that things can be made better. At Mihaylo, the spirit of Entrepreneurship is contagious.



Zack Swire '03,
Entrepreneur, President
SWIRE



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Semi-Finalists



Ernst & Young Entrepreneur Of The Year®

Congratulations to this year's Semi-finalists for their achievements as they have all accomplished great levels of success

Vahan Garboushian
Amonix

Puneet Nanda
Dr. Fresh Inc.

Anant Desai
Interface Rehab

Steven Brown
Nexgen Pharma

Ryan Black
Sambazon

Linda Reyes Stone
APR Consulting, Inc.

Ron Ben-Yishay
DynTek

Reynolds Bish
Kofax

John Patterson
OC Mazda
(OC Auto Team)

Dr. Rajesh Shrotriya
Spectrum Pharmaceuticals Inc.

Neel Grover
Buy.com

Praful Kulkarni
GKK Works

Mike Manclark
Leading Edge Aviation

Russ Bendel
The Habit Restaurant

David Jumonville
Caltrol, Inc.

Thomas McDonald
Glencoe Mgmt.

Neil LeVecke
LeVecke Corp.

Ronald Buschur
Powerwave Technologies, Inc.

Richard Ham
US Lighting Tech

Ronald Andrews
Clariant, Inc.

Andy Fathollahi
Incipio

Heath Clarke
Local.com Corp.

Wade Olson
Precept

Doug Smith
Village Green
Global Inc.

Andrew Littlefair
Clean Energy Fuels Corp.

Richard Heard
Insight Investments LLC

Lou Silverman
Marina Medical Billing

Dr. Joe Pharm
QSC Audio Products

Mohan Tavorath
Walz Group



VISION IS THE ART OF SEEING
WHAT IS INVISIBLE TO OTHERS

Jonathan Swift

Balboa Pier, Newport Beach

CALIFORNIA BANK & TRUST IS A PROUD SPONSOR OF THE ERNST & YOUNG ENTREPRENEUR OF THE YEAR AWARDS

These are companies that don't see limitations; only possibilities. We applaud and recognize the exceptional leadership of our customers who have been honored as semi-finalists for this award:

- Russ Bendel, The Habit Restaurants, LLC
- John Patterson, OC Auto Team
- Praful Kulkarni, GKK Works

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Clariant is a leader in personalized cancer diagnostics, committed to collaborating with the healthcare community as we translate cancer discovery and information into better patient care. We're dedicated to providing clarity to a complex disease by using a number of technologies and medical expertise to help our clients diagnose their cancer cases.

Everyone on the Clariant team would like to congratulate our CEO and friend, **Ron Andrews**, on his nomination for the **Ernst & Young Entrepreneur of the Year Award**. He's helped lead our way in making a difference in the cancer testing market, by taking cancer personally.

Congratulations from Team Clariant.



CLARIANT
A GE Healthcare Company

Finalists

Linda Reyes Stone, CEO & President APR Consulting, Inc.

Growing up in an impoverished area of the Philippines, Linda Stone saw hunger all around her. To escape the shadow of that fear, she was determined to get an education and run her own business. After receiving her bachelor's degree in Elementary Education from Philippine Normal College she taught elementary school for two years before deciding to immigrate to the United States.

In the U.S. she found a passion for computers and foresaw the powerful future of Information Technology. She completed courses and certifications in computer programming and systems analysis and became an IT Manager. In 1976, she turned that expertise into a business, working as an independent contractor and offering IT consulting and staffing services to aerospace and utility companies. In 1980, over the course of a couple of large client engagements, Linda expanded her business, incorporated, and APR Consulting was born.

Equipped with a strategic vision, strong supporters, and APR's excellent track record of on-time and under-budget delivery of services, Linda quickly built a reputation in her field. She expanded her breadth of service offerings and began competing and winning staffing contracts, one at a time. When faced with adversity, Linda adapted. She has dealt with three recessions since 1980, figuring out new lines of business, altering the organization and adding the right clients to bridge the gap. In the recession of the early 2000s, as companies slowed down their use of IT consulting and staffing services, Linda identified the opportunity and demand for Payroll Services and Staff Augmentation. These new services soared and helped make up for the loss of revenue from other areas.

Through Linda's leadership, APR has expanded into a nationally recognized organization with seven offices across the country, and an average yearly growth rate of 25%. The company's achievements have been recognized by the NMSDC as Class IV Regional Supplier of the Year, and the SCMBDC Class III and IV Supplier of the Year. Linda herself has received numerous awards from a variety of business organizations, including the Pioneering Woman Award from NAWBO, and being inaugurated into the NAWBO-OC & LA Halls of Fame.



Neel Grover, CEO & President Buy.com

Buy.com was founded in 1997 as a virtual computer and related products retailer. By the time Neel Grover joined as president in 2003, the company was suffering significant and ongoing losses. Neel got the business EBITDA positive and became CEO in early 2006.

With a background as a corporate securities lawyer, Neel had to retrain himself to embrace risk. Competition with the likes of Amazon required fast, aggressive and innovative tactics. In late 2006 he led a monumental change in the company and began transforming it from a virtual retailer to a virtual marketplace. In the new model, thousands of third party retailers, including giants like Toys-R-Us, Petco and Wine.com pay a commission to sell their products on Buy.com. Although Neel had to fight, even within the company, to effect this change, he was vindicated when the transformation enabled Buy.com to raise private equity financing and successfully sell the company in 2010.

Buy.com operates in one of the most competitive spaces in retail against some of the biggest and most well-capitalized companies in the world, including Amazon and Walmart. Neel has employed multiple strategies to create success for Buy.com, constantly seeking ways to adjust the company's service offering and business model to provide its customers a better and different shopping experience than they would get in-store or at another online location, such as Amazon. In 2006 he oversaw the launch of BuyTV, a 30-minute weekly television show shot in-house that allows manufacturers and third party sellers to showcase their products. Late last year Neel located and purchased a technology company that allows customers to have real-time chats on the Buy.com website with their friends, spouses, or third party store owners and manufacturers about products they are interested in. Neel continues to direct the expansion of the seller base, and the company will allow consumer-to-consumer selling later this year. He has even persuaded less dangerous competitors, such as eBay and Google, to form strategic partnerships.

In the face of recession and tremendous competition, in March of 2010 Buy.com recorded year-over-year marketplace growth of nearly 150%. Neel's strategies and leadership have built Buy.com into a company of 18 million customers, selling 10 million unique products from thousands of retail sellers.



Ronald Andrews, CEO Clariant, Inc.

In 2005, Ronnie Andrews was recruited from Roche to take the helm of ChromaVision, a small, failing Orange County-based cancer diagnostics company. He accepted the role with two central goals in mind: first, to revise the business model and the corporate culture to achieve operational excellence and commercial success; and second, to drive true innovation in treating cancer. In that first year, Ronnie renamed the company Clariant and began the process of forming what is now the top specialized lab in the country focusing on complex cancer diagnostics.

Clariant was essentially a bankrupt "restart" organization when Ronnie took over. In the past five years, while competitors have consisted of well-funded, VC-backed firms, Ronnie has engineered Clariant's impressive growth and innovation on a shoestring budget. It demanded creativity and resolve to make progress and to get to a point where the company could become a market leader, taking on large amounts of debt and convincing investors to engage in order to execute on an unproven business model.

Finally, in 2009, having shown strong consistent growth for almost four years during the worst economic downturn in recent history, Ronnie attracted a new private equity investor that shared the company's vision and passion in the field of cancer diagnostics, allowing Clariant to retire debt and eliminate the associated costs. The additional funding also opened doors to opportunities to accelerate product launches and acquisitions. The valuation of the company's stock more than tripled during the following six months.

Ronnie shaped a new future for Clariant by collaborating with the healthcare community to translate cancer discovery and research into better diagnostics and patient care. In a few short years, he has raised Clariant to a national leader in comprehensive, cancer diagnostic laboratory services, and its new, proprietary tests signal breakthroughs in personalized cancer treatment. In December 2010, GE Healthcare acquired Clariant at a very favorable valuation. GE executive management made it clear that they are eager for Ronnie to take his plans for Clariant's business model to the next level.



Puneet Nanda, President Dr. Fresh, Inc.

Working out of a small apartment, Puneet Nanda founded Dr. Fresh in 1998. Getting the company off the ground in an industry where the competition is companies like Crest and Colgate, was a daunting task.

Puneet knew that originality and innovation would be the keys to differentiating his company. Today, he has the luxury of allocating 20% of Dr. Fresh's staff to work in research and development, but in the beginning it was just him. One of Dr. Fresh's signature products arose from his observation of his young daughter's disinclination to brush her teeth. Puneet added a blinking light, timed to the dentist-recommended 2-minute brushing period, and invented the FireFly toothbrush.

Major retailers had little time for an Indian immigrant selling toothbrushes, however innovative. But

Puneet was not to be thwarted. He shifted strategies and targeted 99-cent stores and dental trade shows. The Dr. Fresh brand began to gain momentum, and soon Wal-Mart, K-Mart, Target, Walgreens and other big retail chains were carrying Dr. Fresh merchandise. The Firefly has been one of the top-selling toothbrushes in the country for the last six years.

Puneet does not shy away from risk, and knows when to take it. In 2009, as the economy spiraled downward, he decided to establish a state-of-the-art mouthwash production facility at his California headquarters. It was an "if you build it, they will come" moment, and it worked. Today, the facility is home to more than a dozen mouthwash brands, including private label for numerous retailers, offering a major economy of scale.

The Dr. Fresh catalog has grown to over 300 patents and trademarks, more than any other firm in U.S. oral care industry over the last ten years. The company's product mix comprises 100 different quality and cost-effective personal care SKUs designed to redefine oral care through innovation, new technology, higher standards and lower prices. With distribution centers in 35 countries, Dr. Fresh has moved from the small apartment to a 100,000 square-foot facility with over 85 employees.



Praful Kulkarni, President & CEO GKK Works

At first meeting, Praful Kulkarni's humble demeanor might seem contrary to the stereotype of a charismatic leader, but one true test of a leader is to look around and see if anyone is following, and follow they have.

In 1991 Praful founded GKK Works to pursue his dream of developing a professional services firm offering both architectural design and construction services with a new paradigm rooted in an old and proven "master builder" approach. This was essentially unheard of in an industry where you were either a designer or a builder – not both. Praful saw an opportunity in the industry, where projects were often characterized by adverse professional relationships and rampant litigation. Why not eliminate the conflicts by bringing design and construction professionals together under one roof? And that's exactly what he did nearly 20 years ago.

To launch GKK Works, Praful took on substantial personal and financial risk. He leveraged the equity in his home and took on investments from two personal friends. Praful recounts little to no stress associated with these risks, certain that an integrated approach to design and construction would provide a better service and a better product to clients. As often happens, he was right. Less than five years later he was able to repay his friends five times their initial investment and take full ownership of his company.

If it's true that imitation is the sincerest form of flattery, then GKK Works has a lot to be proud of. Over the last decade the building industry as a whole has acknowledged the value of an integrated team. GKK Works has been at the forefront of this trend, and virtually all of the top firms in the industry are reorganizing or developing teaming strategies to support integrated offerings.

The company Praful designed and built is one of the premier firms in its field, employing more than 300 professionals in 12 offices throughout the United States and India. GKK Works has acquired three firms in the last four years, and is ranked among the Top 100 Design Firms, Top 400 Construction Management Firms, and Top 500 General Contractors in the United States by *Engineering News Record*.



CONGRATULATIONS!

DR. RAJESH SHROTRIYA, MD,



Chairman, CEO and
President of Spectrum
Pharmaceuticals
for being named a finalist
in the Ernst & Young
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Redefining Cancer Care

Finalists

Richard Heard, President Insight Investments, LLC

Insight Investments was founded in 1987 as a reseller of pre-owned IBM mainframe computer equipment. Within a few years, the company recognized that its customers needed financial support to facilitate large IT acquisitions, so it established a leasing division. A decade later, after much experience with its customers' requirements, Insight launched its successful and fast growing Integrated Systems unit which provides strategic IT products and services.

The company was unknown when Richard Heard joined it only six months after its creation. He made it his mission to introduce Insight to the market and prove that it could deliver on its commitments. Through grass roots efforts and strategic investments the company grew to a thriving private organization proudly serving the world's most respected enterprises.

Chris Aliberti, SVP of national sales, Insight Integrated Systems, describes how Richard handled a major bifurcation point in the company's history: "In 2007, before cloud computing became a known term, Richard was approached by his director of sales to consider offering data storage services that would be hosted at Insight's facility. Richard's background was in finance, but he invested time with the team and industry experts to understand the technology and opportunity. His decision to enter the uncharted business re-invented Insight Integrated Systems and added unique value for customers and partners. As a result we have a major lead in the market."

Richard's leadership is one that welcomes input, and doesn't fear failures, but rather uses them as learning tools and launching points for future success. He sets high goals, then sets about exceeding them. After fighting to get his senior management to agree to an ambitious 24% growth goal for 2010, Richard proceeded to lead the company to 44%, its best year ever. In fact, as a testament to Richard's ongoing vision and commitment, in 2010 Insight far exceeded all its goals with a record-breaking year.

Continuing their momentum into 2011, Richard and his team continue to pursue the technology products and services that best solve customers' challenges. Thanks to Richard's keen perception and willingness to take risks for the business, Insight is today the only value-added IT reseller that is offering true enterprise cloud services.



Anant Desai, President Interface Rehab, Inc.

In 1995, Anant Desai founded Interface Rehab as a provider of comprehensive rehabilitation services on a contractual basis. Despite the perpetual shortage of healthcare workers, challenges in collecting payments, and the Medicare reimbursement system being reduced by 50%, Anant was determined that Interface Rehab would succeed.

Anant built the company with distinctive management tenets. Managers are called mentors, to emphasize their positive, supportive role, and Anant's title is head coach. Interface Rehab offers hands-on training and continuous education. At the same time, operating in the health care industry, where compliance rules require precision, Anant maintains a zero tolerance policy for anything that inhibits the achievement of excellence. He ensures that those who join the Interface staff are caring, competent professionals for every stage of recovery.

The quality of the company's services has been its best advertisement, and Anant has grown Interface strictly on word of mouth and business-based referral. Over the last 15 years he has expanded it to a



patient-driven, innovative, diverse, full-service rehabilitation company providing a comprehensive continuum of physical, occupational, and speech therapies. Services are provided in hospitals, skilled nursing facilities, retirement adult day healthcare centers, and outpatient clinics.

Anant has made Interface an organization committed to creating an environment tailored to the skills, needs, interests and development of each therapist. Being a therapist himself, he understands that the goal of these dedicated professionals is to put life back into the lives of their patients. He made a strategic decision to provide service only in Southern California, so that the company could maintain its level of specialized expertise, focus and responsiveness. Interface Rehab prides itself in responding to customer calls with live service or within thirty minutes.

Despite the vicissitudes of the economy, Anant has driven Interface to strong, consistent growth. The company has relocated an average of every three years to accommodate increasing staff, and today numbers over 700 employees strong.

Reynolds Bish, CEO Kofax

Kofax was founded in 1985 to develop and market products for document scanning/imaging. Reynolds Bish joined the company in November 2007, following a 16-month sabbatical after he sold a business he founded – Captiva Software, which just happened to be Kofax's largest competitor. Once at Kofax, Reynolds acted swiftly to alleviate anxiety arising from the fact that the new CEO had previously run the company's #1 competitor. After meeting the executive management team on a Saturday, he led an introductory conference call with all employees around the world on Monday morning.

When Reynolds joined the organization, there was significant confusion both internally and externally over the various company and product brands used throughout the organization. In his first two months as CEO, Reynolds traveled across the U.S., Europe and Asia Pacific to meet employees and hear their perspectives about why the company was in its then-current state and what potential solutions they saw.

Reynolds initiated a wide variety of changes that transformed Kofax into a performance-based organization, setting measurable expectations and then assessing results against them. The company's new emphasis on performance and measurable personal results attracted a powerful slate of new executives and top performers from large international companies.

Today, through additional acquisitions and focused product development, Kofax has expanded beyond simple document scanning/imaging to helping customers reduce cost, and speed processing, by automating document-driven business processes, and by managing the capture, transformation and processing of documents using the company's enterprise information capture platform.

Kofax has become the leading provider in its market, serving thousands of customers in financial services, government, business process outsourcing, healthcare, supply chain and other markets. Kofax delivers its solutions through its own sales and service organizations, and a global network of over 700 authorized partners in more than 60 countries throughout the Americas, EMEA and Asia Pacific.



Heath Clarke, Chairman & CEO Local.com

By the time Heath Clarke was 19 years old, he was a seasoned entrepreneur, having already started two businesses. So the day an online search failed to turn up the manufacturer of a reading chair he wanted to buy, his response wasn't to shrug in disappointment. If there was no tool that could do the job he

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WHY SHOULD THE CARS GET ALL THE ACCOLADES?

The Mazda family is proud to congratulate a man who gets the most mileage out of his business—John Patterson—for being named a semi-finalist for the 2011 Ernst & Young Entrepreneur of the Year Award in Orange County. John owns and operates OC Mazda, with dealerships in Huntington Beach and Tustin, and should be commended for his excellence in sales and service, his many contributions to Mazda and his dedication to the community. Well done.

zoom-zoom

MazdaUSA.com



Finalists

wanted, he would create one, a local search engine that really worked.

Heath founded Local.com in March 1999. Under his management the business has achieved an average 50% compound annual growth rate, number one ranking in the directory search segment, high profile partnerships with major media networks, and made a number of acquisitions. When the company went public, it was ranked as one of the most successful IPOs of the year.

Heath and his team have built Local.com into one of the most recognized local search engines and networks in the U.S., known for delivering highly relevant search results to consumers looking for products and services from local businesses. Relunched in Q4 2010, the Local.com site provides a lifestyle-enhancing local search environment that contains rich content and valuable, relevant local information that enables consumers to make educated local purchasing decisions that enrich their lives.

Technology innovations have been, and will continue to be, a significant value creator for Local.com. To date, Local.com has been issued seven patents in local search and local mobile search and has an additional ten patents pending in those areas. 21 key processes are covered by the patents, and the company currently has more than 60 licensees for its local search technologies.

The perfect fusion of technology, entrepreneurial vision and superb management have made Local.com 2010's third fastest-growing public company, according to the *Orange County Business Journal*. Local.com powers over 100,000 local websites, and tens of thousands of small businesses use Local.com products and services to reach consumers, using a variety of subscription, performance and display advertising and website products.

Steven Brown, President Nexgen Pharma, Inc.

When Steve Brown went to work in the family pharmaceutical business, he started at the bottom, learning good manufacturing practices. Over time, he became increasingly integral to the growth of the organization, soon taking on manufacturing responsibilities and a supervisory role. One of Steve's first major projects was handling the relocation of the manufacturing facility from Glendale to Irvine, during which he managed to improve manufacturing efficiency while keeping the facility compliant with GMP requirements. Then as manager of the Vitamer Health Food division, Steve was given nine months to make it profitable. If unsuccessful, it was to be terminated. He not only led the division to profitability but established it as a major sales and profit center for the entire company.

In 1984 Steve became president of the companies, Nexgen, Anabolic Laboratories and LeBrun's Real Estate. Just two years later, he consolidated ownership by buying out the former president, and in just four years he secured financial stability for the companies. Steve has been the catalyst behind Nexgen's phenomenal growth over the past 26 years.

Among his many contributions to the company's success, Steve has diversified the product offerings by increasing R&D capabilities and exploring new markets, including expansion into products requiring New Drug Applications and Abbreviated New Drug Applications. Capitalizing on the increasingly health conscious consumer, he led the company to become the premier supplier of private label dietary supplements in the health food store market. Keeping his finger on the pulse of pharmaceutical trends and regulation policies, he ensured his company's products were compliant before FDA laws were written into action.

Steve further expanded and strengthened the business with key acquisitions, including the purchase of manufacturing and distribution facilities in Missouri, Arizona and Colorado Springs – growing total manufacturing capacity from 50,000 to more than 320,000 square feet. With many of the country's businesses spiraling into a tailspin, Brown was able to lead Nexgen to new heights with skyrocketing financial growth.

Wade Olson, Chairman & CEO Precept

Wade Olson established Precept in 1987 as a brokerage firm dedicated to sourcing and delivering innovative health and welfare solutions to progressive middle-market employers. Wade listened to the needs of his clients, and as the company grew, he expanded its services to include benefits consulting, administration outsourcing, health management and retirement plan services, data management, online enrollment and administrative services, and global benefits consulting.

Along with partner Alex Wasilewski, Wade established a business plan and strategic vision for Precept based on finding better ways for employers to receive additional value from their investment in corporate benefit and retirement programs. As they observed the brokerage and consulting marketplace, it was rare to find a firm that was providing great advice and services to the emerging middle-market employer. These businesses had many of the same issues facing large employers, but without the internal resources to manage a successful outcome. One of the challenges in marketing Precept's service has arisen because the competition does not offer the same level of integration and clients are not used to purchasing a solution that will help them impact several areas within their company. Most are astonished to learn that Precept can deliver a comprehensive suite of services at a cost similar to what they have been paying for greatly reduced services.

In 2010, Wade led the employee benefits consulting marketplace by creating an employee benefit program called CarePlus. Unique in the industry, CarePlus is a multiple-employer purchasing cooperative to allow mid-market employers to access best-in-class insurance products that guarantee future pricing based on behavior-based plan design and employee health.

Precept has marked its 23rd year of providing employee benefits design, consulting, administration, and outsourcing services. With over 250 corporate clients nationwide, the company has seen an amazing 95% client retention rate since inception. Under Wade's management, Precept has seen revenue increases every year of its existence and is now one of the three largest employee benefits service firms in the U.S.

Dr. Joseph Pham, President & CEO QSC Audio Products, LLC

In 2004, Joe Pham joined QSC Audio to pursue his passion of working in the audio industry. By 2006 he was leading the company, with every function in the organization reporting to him. He implemented a two-pronged approach to management, targeting excellence in both the numbers and the human side of the business. Joe's belief is that neither is sufficient unto itself; each requires the other for the whole to work.

Originating as a manufacturer of amplifiers, QSC's products are engineered to handle the exacting requirements of audio professionals in concert, cinema and numerous other applications. Recognizing customer needs for increasingly integrated systems, QSC has expanded into loudspeakers and digital signal processing. Joe worked to assemble talented teams of recognized innovators and leaders to develop the elements of these systems and to extend the company's capabilities globally.

Joe's philosophy concerning the human side of business acted as a compass to guide the company through the recent economic crash. He put one goal ahead of any other: to get through the recession



without having to let one person go. This decent and courageous condition was communicated to every employee through small group meetings. Joe went to work with his team to trim budgets, reprioritize projects, put in contingency plans and financially hunker down for the unknown. In the end, Joe refused to let the recession redefine the company and pillage its people. The company rallied around his leadership, and QSC was able to jump back onto its growth platform with vigor and spunk. QSC's financial statements were not great that recession year, but the year was great because QSC did not lose a single employee. He protected his people from being economic casualties.

As a result of these and other efforts led by Joe and his executive team, QSC is achieving all-time records in revenues and profits today, in spite of the soft economy and an industry that remains flat. In fact, during Joe's tenure, company revenues have more than doubled, and company profits have increased more than five-fold.

Dr. Rajesh Shrotriya, CEO Spectrum Pharmaceuticals

In late 2002, a company called NeoTherapeutics was in serious trouble. Not only had its leading drug candidate failed to meet its primary endpoint in a large Phase 3 clinical trial, but the company was facing imminent bankruptcy, a Nasdaq-delisting notice, negative working capital and a host of other critical situations. It was a time for miracles, or at least miraculous entrepreneurship, and it came in the form of new CEO Rajesh Shrotriya.

Rajesh set out a bold, multidimensional plan to rebuild the organization and make sure that its fate never again rested on a single binary event. He renamed the company Spectrum Pharmaceuticals and changed its focus to oncology, an area of intense commercial interest in the pharmaceutical industry, and one that would afford Spectrum many opportunities to address unmet medical needs with innovative new therapies.

The new business model called for in-licensing of carefully targeted oncology products that would quickly become financially meaningful to a company the size of Spectrum, as well as opportunistic in-licensing of novel oncology products at a fair price, and monetization of non-core assets as a creative path to non-dilutive financing. In addition, he believed that a successful sales and marketing model would entail extensive synergies and cross selling opportunities within a product portfolio therapeutically focused on the areas of hematology-oncology. Finally, he believed that for Spectrum to become a profitable company with a promising pipeline of late stage innovative products, it needed to adhere to a philosophy of strict financial discipline.

The new business model resulted in Spectrum's acquisition of several drugs, including ZEVALIN®, which is FDA approved and marketed for treating non-Hodgkin's lymphoma, and Belinostat, which is currently in a registered pivotal trial for Peripheral T-Cell Lymphoma. Licensing fees for other drugs have provided critical funding for further drug acquisition and development.

The successful implementation of Rajesh's vision has elevated Spectrum Pharmaceuticals to a strong cash position with two marketed drugs and two late-stage drugs in pivotal registrational trials and brought the company from what seemed inevitable disaster to the most vigorous point in its history.

Richard Ham, President & CEO US Lighting Tech

US Lighting Tech (USLT) was formed in 2005 to provide a low maintenance, cost-effective industrial and commercial lighting alternative to outdated technologies. It was just one of many new millennium startup companies professing its dedication to green solutions, but when Rick Ham joined the company a year after its founding, it got an advocate and a leader that could make its aspirations a reality.

Rick is an expert on the advantages of green lighting installation and deployment and the positive environmental impact that induction lighting, in particular, can achieve for large-scale municipal installations. Because of his personal perseverance and commitment to advancing the environmental and energy-saving benefits of the induction format, he has helped to literally transform an entire industry category. Most importantly, through his work at USLT, he has enabled commercial, industrial and municipal lighting clients who are seeking lower overhead and improved performance to achieve better financial and logistical outcomes. Rick has delivered a consistently top-quality, U.S. manufactured product that is the hallmark of the company's commitment to providing the highest energy efficiency of any industrial grade lighting technology in the marketplace today.

USLT is the only manufacturer of induction lighting systems to have installed more than 120,000 units on real world streets and in real neighborhoods, including a highly prestigious Green Street Lighting Program contract for New Jersey's Public Service & Enterprise Group, the largest of its kind in the United States. Under Rick's guidance, USLT is one of only two manufacturers in the category to be deemed ARRA compliant by the U.S. Department of Energy.

In his five-year tenure, Rick has grown sales for USLT by more than 4,000 percent – catapulting the business onto *Inc.* magazine's list of the fastest growing independently held companies in the nation in 2010, and resulting in the company being selected by the *Orange County Business Journal* as the #1 fastest growing business in that region.

Mohan Tavorath, CEO Walz Group

Mohan Tavorath left a well-defined strategic leadership role at a Fortune 500 corporation to join the Walz Group, a business that at the time was losing money. He even paid for the privilege, investing a significant sum of his own funds. In the five years since he became CEO, Mohan has turned Walz around into a high-growth transformational company that has been featured in the *Inc.* 500 for three years in a row.

Mohan's strategic thinking, organizational planning and focus on execution has driven exceptionally strong, sustained and profitable growth (over 40% cumulative top line growth during his five-year tenure). This has enabled Walz to stay well ahead of its competitors and driven recruiting and management processes to scale the organization.

Mohan has also increased the value proposition of the company's brand and solutions, moving Walz from a specialization in operational fulfillment to the delivery of technology-enabled business services and solutions. From its beginnings as a business based on automating Certified Mail, Mohan has overseen the evolution of Walz into a multifaceted business that leverages different delivery models – Software-as-a-Service, Outsourced Document Fulfillment, and Regulatory Compliance Services – to help clients create, fulfill, track and store/archive/retain documents for a full lifecycle Critical Document Management™ process in highly-regulated industries. There is no other company in the country that is focused on providing a full lifecycle and cradle-to-grave solution for managing critical documents.

As the company has grown, Mohan's continual drive for process improvement, internal innovation, scalability, communication and skill set elevation has enabled its internal processes to keep pace. In five years he has transitioned Walz from a classic, family-oriented, small-business model to an enterprise-class, technology-enabled, business services company that counts amongst its clients the largest financial institutions in the country, including Bank of America, Wells Fargo, Citi, Chase, Goldman Sachs, Morgan Stanley and Credit Suisse.



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E-Business

Trevor Hill
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Augie's Quest
Spirit of Leadership

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Patrick Fuscoe
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Nick Yocca
Stradling Yocca Carlson & Rauth
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Philip Harding
Multi-Fineline Electronix
Technology/Services

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Financial Services

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Silverado Senior Living
Healthcare Services

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Master Entrepreneur

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Kurt Johnson
Horizon Technology
Technology

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SC Fuels
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Manufacturing/Distribution

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Retail

Joe Tomkinson
Impac Mortgage Holdings
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Realizing Business Potential

Eugene Schlesinger
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Wayne Inouye
eMachines
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Advantage Sales & Marketing
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Daryl Carter & Quintin Primo
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Financial Services

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Bright Now! Dental
Health Services

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Real Estate

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Yard House Restaurants
Retail

Steeve Kay
QTC Management
Technology

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Checkmate Staffing
Business Services

Glenn Stearns
First Pacific Financial
Financial Services

Steve Plochocki
InSight Healthcare
Health Sciences

Ron Murayama
Amden Corporation
Manufacturing

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Chicago Pizza & Brewery
Retail

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Technology

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IC Solutions
Business Services

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John M. Word, III**
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Health Sciences

Ronald Stein
Principal Technical Services, Inc.
Human Resources

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Bruce Degler, Kim Pugmire
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Technology

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Mass Connections
Business Services

Mark Moses, Brett Dillenberg
Platinum Capital Group
Emerging

**Robert Cole, Brad Morrice, Edward
Gotschall, Steve Holder**
New Century Financial Corporation
Financial Services

Gena Reed, Nick Reed
Paragon Biomedical, Inc.
Healthcare/Life Sciences

Steve Kottman, Dave Sanderson
SKB Corporation
Manufacturing

Earle M. Jorgensen
Earle M. Jorgensen Company
Master Entrepreneur

Robert Alter
Sunstone Hotel Investors, Inc.
Real Estate

Greg Grosch
White Cap Industries, Inc.
Retail

Andrew Park
Techmedia Computer Systems Corp.
Technology

Andrea Klein, Donna Bower
Rand Technology, Inc.
Wholesale/Distribution

Douglas Circle
Kirk Produce, Inc./Frozsun Foods, Inc.
Wholesale/Distribution

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Meade Instruments Corp.
Consumer Products

Joel Moskowitz
Ceradyne, Inc.
Manufacturing

Charles Zhang, William A. Beckett
Pick Up STIX, Inc.
Retail

Dr. Arnold O. Beckman
Beckman Instruments, Inc.
Master Entrepreneur

Patrick Byrne, Shawn Giffin
Balboa Capital Corporation
Services

Maureen E. Ford
So. California Entrepreneurship Academy
Supporter

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Powerwave Technologies, Inc.
Technology

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Richey Electronics, Inc.
Wholesale/Distribution

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Healthcare

Henry T. Samuelli
Broadcom Corporation
High Technology/Electronics

**Roberto Bernal, Surjit S. Kalsi,
Randy Rummel**
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Manufacturing

James Edwards, Sr.
Edwards Theatre Circuit
Master Entrepreneur

George Lopez, M.D.
ICU Medical
Medical Products

Miguel G. Winder
Systems Management Specialists
Service

Kevin K. Moriarty
Del Taco, Inc.
Turnaround

Christ Zomaya
MPM GoldenRAM
Wholesale/Distribution

1995 Award Recipients

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CareLine, Inc.
Healthcare/Medical Products

Brad Freeburg
Lantronix
High Technology/Electronics

Edward P. Grech
Krystal Koach, Inc.
Manufacturing

James M. Sweeney
Coram Healthcare Corporation
Master Entrepreneur

Craig William Nickoloff
Claim Jumpers Restaurants
Retail

Rick L. Rozar
CDB Infotek
Service & Other

Timothy M. Aitken
Abbey Healthcare Group, Inc.
Turnaround

Bruce Ogilvie
Abbey Road Distributors
Wholesale/Distribution

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South Coast Rehabilitation Services
Healthcare/Medical Products

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Viking Components, Inc.
High Technology/Electronics

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Tectrix Fitness Equipment
Manufacturing

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Ropak Corporation
Master Entrepreneur

Michael A. Brinda
New Horizons Computer Learning Center
Service / Other

Dennis R. Morin
Wonderware Corporation
Software

Robert Gilchrist
Gilchrist & Company
Supporter

Richard M. Giles
Printrak International, Inc.
Turnaround

Steve Furniss
TYR Sports, Inc.
Wholesale/Distribution/Retail

1993 Award Recipients

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Rainbow Technologies, Inc.
Computers / Related Products

V. Gordon Clemons
CorVel Corporation
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Richard Long, Gary Turner
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Manufacturing

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New Life Treatment Centers, Inc.
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Brian Fargo
Interplay Productions, Inc.
Software

Anthony Lienau, Robert Lienau, Jr.
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Turnaround

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Wholesale/Distribution/Retail

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Healthcare

David S. Samuels
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High Technology/Computers

Emil Youssefzadeh
Satellite Technology Management, Inc.
High Technology/Other

Donald A. Johnson
Optical Corporation of America
Manufacturing

Michael G. Flower
MDM Engineering Corporation
Service

Louis A. Delmonico
PDA Engineering
Turnaround

Mossimo Giannulli
Mossimo Inc.
Wholesale/Distribution/Retail

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Quantum Health Resources
Healthcare

William F. Blum, Scott A. Blum
Pinnacle Micro, Inc.
High Technology /Computers /
Peripherals

David Silver
Kofax Image Products, Inc.
High Technology/Other

Richard P. McWilliam
The Upper Deck Company
Manufacturing

Michael R. O'Brien
Catalina Marketing Corporation
Service / Other

Thomas W. Knapp
Club Sportswear, Inc.
Wholesale/Retail

Melinda Masson
Merit Property Management, Inc.
Women

1990 Award Recipients

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Homedco, Inc.
Healthcare

Steven J. Hamerslag
Micro Technology, Inc.
High Technology

John Casey
Shurflo
Manufacturing

Angus Mac Pherson
Breton Construction, Inc.
Real Estate

David Hall
Professional Coin Grading Services, Inc.
Service / Other

Robert P. Kelley, Jr.
SO/CAL/TEN
Supporter

Mark C. Johnson
Chapin Medical Company
Wholesale

Shirley A. Links
Turner's Outdoorsman
Women

1989 Award Recipients

Gene Lu
Advanced Logic Research
High Technology

James E. Downey
C & D Plastics, Inc.
Manufacturing

Robert D. Olson
R.D. Olson Construction
Real Estate/Construction

Robert Y. Lee
Video City
Retail

Barron E. Ressler
Pacific Media Group, Inc.
Service / Other

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Tel Phil Enterprises, Inc.
Supporter

Bradley Dorfman
Vision Sports
Wholesale

Lynn Bartlett
Conductive Metals, Inc.
Women

1988 Award Recipients

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Tokos Medical Corporation
High Technology

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Manufacturing

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Minority

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Hedley Builders
Construction

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