

THE LIST

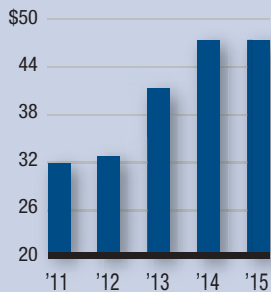
CONTINGENCY SEARCH FIRMS

Ranked by 2015 L.A. County revenue

THE PACESETTER: Carson-Thomas Personnel regained the top spot on the list of contingency search firms with \$18.3 million in L.A. County revenue last year. The company was founded by Frank Thomas, who has worked in the recruiting business since 1965. He launched the firm with Sandy Carson in 1973.

Recruiting Fees

Aggregate revenue for the largest Los Angeles contingency search firms held steady. (in millions)



Source: Business Journal research

Rank	Firm • name • address • website	L.A. County Revenue ¹ • 2015 • 2014	Profile • executives placed ² • L.A. recruiters • search area	Minimum Annual Salary	Industries Served (partial list)	Other • headquarters • offices (L.A./total) • year founded	Top Local Executive • name • title • phone
1	Carson-Thomas Personnel 3550 Wilshire Blvd., Suite 1636 Los Angeles 90010; carsonthomas.com	\$18.3 \$16.8	WND WND California	no minimum	all industries	Los Angeles 2/3 1973	Frank Thomas President (213) 249-9040
2	Canon Recruiting Group 26531 Summit Circle Santa Clarita 91350; canonrecruiting.com	10.7 10.2	WND WND national	150,000	accounting, education, financial services, health care, insurance	Santa Clarita 1/2 1980	Laurie Grayem CEO, Managing Partner (661) 252-7400
3	JSA Search Inc. 23120 Alicia Parkway, Suite 110 Mission Viejo 92692; jsasearch.net	4.9 4.6	WND WND national	38,000	accounting, consumer products, engineering, financial services	Mission Viejo 1/1 2003	John Sherman CEO (866) 572-8326
4	Technical Connections Inc. 6701 Century Drive West, Suite 825 Los Angeles 90045; technicalconnections.com	3.5 3.7	WND WND California	no minimum	all industries	Los Angeles 1/2 1984	Helen MacKinnon CEO, President (310) 479-8830
5	Curphey & Malkin Associates Inc. 13011 W. Washington Blvd. Los Angeles 90066; candm.com	2.7 2.8	WND 6 national	no minimum	media, technology	Los Angeles 1/2 1975	Nancy Malkin Sr. Partner (310) 822-7555
6	DNA Search Inc. 6934 Canby Ave., Suite 103 Reseda 91335; dnasrch.com	2.5 1.5	WND WND national	50,000	accounting, biotechnology, health care, medical device	Reseda 1/1 1991	Dan Levy CEO (818) 986-6300
7	Sharf Woodward & Associates Inc. 8581 Santa Monica Blvd., Suite 582 West Hollywood 90069; swjobs.com	2.0 2.8	WND 3 national	no minimum	aerospace, construction, financial services, health care, medical device, technology	West Hollywood 1/1 1982	Bernard Sharf President (818) 989 2200
8	Search Finance Group 1055 Wilshire Blvd., Suite 850 Los Angeles 90017; searchfinancegroup.com	1.8 1.8	WND WND So. Cal.	no minimum	all industries	Los Angeles 1/1 2001	John Shier/Jaime Hurtado/ Denise Kirtley/Joe Biolsi Managing Partners (213) 614-7400
9	Terran Systems 16030 Ventura Blvd., Suite 235 Encino 91436; terransys.com	1.8 1.7	95 10 California	100,000	technology, software development	Encino 1/2 1997	Patrick K. Ross President (818) 377-3770
10	Valoure Inc. 1130 S. Flower St., Suite 105 Los Angeles 90015; valoure.com	1.0 1.0	WND WND national	no minimum	all industries	Los Angeles 1/1 2002	Kirk Hoyle Managing Director (213) 489-0030

¹ In millions.

² Number of executives placed in L.A. County in 2015.

WND - Would Not Disclose Note: Firms are ranked by 2015 L.A. County revenue from contingency search operations. Numbers that appear to be tied have been rounded. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical

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