Letter From The Publisher

Why celebrate growth?

I’ve asked myself that question a couple times. I’ve been a business journalist since the 1980s, so I’ve seen go-go economies crash three times, and hot subsectors hit the skids many times. Sometimes I think rankings like this one should carry a giant asterisk next to the title “Fastest Growing,” with a prominent footnote stating, “For now. Nothing last forever,” or maybe, “Caution: Reading this section may cause out-of-body experiences followed by severe hangover-like symptoms.”

Growth is like a courtship that requires a lot of work, but explosive growth? Well, that’s the torrid, love-at-first-sight, run-off-to-Vegas-and-never-look-back variety.

Alas, growth never wants to get married. There is no “til-death-do-us-part” growth. And when growth leaves, things can get ugly.

If You’re Not Growing, You’re Dying

Yet, we make no apologies for this, our 14th annual ranking of the fastest-growing privately held companies in the San Diego area. Because if you’re not growing, you’re dying. Maybe you’re dying slowly, peacefully and rich, but you’re dying, nonetheless. Growth rightly attracts the attention, the talent, the investment.

Last week I read two articles trying to size up the electric car market. One said the traditional car market will dominate for years to come, despite all the hype, government subsidies and wishful thinking.

The other, written by Bloomberg’s Liam Denning, agreed but said that “dominance” misses the point.

Regular cars are projected to have more market share than plug-in cars until about 2038. That’s a long time. But less than nine years from now, all growth in the automotive industry is projected to come from the plug-in sector. In that key year, there will only be 10 million electric cars sold, and 87 million traditional cars sold. But which sector would you want to invest in? Investors are already answering that question now, Denning observes, which is why Tesla’s market cap is bigger than General Motors’.

So let’s all agree — growth is a big deal. It’s critical. And it’s certainly worth celebrating.

A Problem Or Two To Iron Out

Nonetheless, we still have a problem or two to iron out. Some people say growth rankings like this one are little more than a cheap card trick that favors the young company more than any kind of business prowess. But hold on. Being a young company is like being a newly hatched sea turtle trying to get off the beach. Have you seen the failure rates for businesses in their first five years? Then why would we dismiss the accomplishment of a young company that’s growing revenue like crazy?

It’s true that most companies that made the cut for this year were founded sometime in this century, but 16 were launched in the 1990s or earlier, some quite a bit earlier. In fact, two have been operating since the 1950s.

Still others say those ranking are all just about whatever industry is hot. But that’s easily debunked. Our 100 come from every industry you can think of. We have companies here that make things — some of the things are technology, of course, but others make things we live in, or sit in; they make the signs we read and the beer we drink. We have companies that design the office space for those companies, and build their facilities, or provide their energy, and we have companies that provide their services — everything from payroll and accounting to janitorial — and we even have companies that help those companies market themselves better so they can keep growing, and still other companies that help all of those companies recruit the right talent. And so on.

A Snapshot of a Healthy Economy

The companies in this section offer a snapshot of what a healthy local economy looks like. It’s not about age or industry. It’s about brains, vision and sweat. Where there is growth, there is innovation, and energy, and optimism, and that spurs more growth.

So we salute the companies that put up these amazing growth rates. We can’t wait to see what they do next. Growth may be fickle, and it may leave us jilted. But we’re all in.

We would also like to acknowledge the sponsors who made our July 13 recognition event possible: title sponsor Cox Business; gold sponsors AbacusNext, ICE, RSM US and Kidder Mathews; bronze sponsor Torrey Pines Bank; and in association with GreenRope.

Huntley Paton
President and Publisher
San Diego Business Journal

Our Methodology

To be considered for this listing, organizations were required to be in business the entire year of 2014 and have generated revenues in excess of $500,000, the starting point for our comparison. We reviewed the financial details of each organization’s business operations in 2014, 2015 and 2016. The information was verified by independent certification. Businesses were required to be San Diego County-based, independent and privately held; and not a division or subsidiary of another organization, public or private.
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Founder of Mortgage Co. Is Finding ‘Riches in the Niches’ With New Plan

Bill Lyons was running a mortgage company when the crisis hit in 2007. The subprime meltdown, of course, grew into the Great Recession. “I lost everything,” he said. “I had 300 employees licensed in 38 states.”

Lyons took the lessons he learned from that experience and started another mortgage company in 2013, Bankers Hill-based Griffin Funding Inc. By hiring carefully and targeting a niche — the company primarily does Veterans Administration loans — Lyons has grown revenue to $5.27 million in 2016 from $490,000 two years prior, an increase of 968 percent.

“We started Griffin Funding with the idea of creating a very small, controllable shop — less than 30 people, not 300 — where I knew everybody’s name and (had) low overhead,” he said. “I just wanted to do it right.”

During the hiring process, Lyons said, he shied away from experienced brokers, instead hiring people and training them on his system.

Quality Team

“We got really lucky with the quality team we brought on,” he said. “I handpicked every single hire. I wanted to know them; I wanted to know their character.”

He said the company, notwithstanding its rapid growth, has made an effort to remain relatively small because of how expansion can constrain capital and cash flow.

Lyons said the company sets itself above its competitors by “creating raving fans” through transparency and exceptional customer service.

“We’re not providing the absolute customer experience, we’re just like everybody else,” he said. “That’s helped us, having a stellar reputation on Zillow, BBB and Yelp.”

Because we’re a service-based company, we can quickly turn into a commodity,” he said. “Everybody has a mortgage shop; everybody can get money on any street corner if they’re buying a house and putting 20 percent down and everybody pretty much has the same money.”

Focusing on the VA also has played a role in the company’s success, though the business also does conventional loans.

The VA Space

“Our philosophy is (finding) riches in the niches, trying to find that one loan you can get exceptional pricing on and that you’re educated on and can be the expert,” he said. “We try and position ourselves as the expert within the VA space.”

The company is licensed in California, Hawaii, Arizona and Washington. This year, Lyons said he plans to add Texas, Florida, Virginia and Illinois.

“We’re not going to do the former company 38-state thing, but we’re going to do the states that strategically make sense,” he said.

Griffin Funding also has differentiated itself with its technology. The company has a digital mortgage platform for customers who want to go through the process online and a real estate investing platform.

Lyons said his main challenge today at Griffin Funding is managing its growth.

“Last year, we want to grow our balance sheet quicker and our profits quicker,” he said. “We want to be in the market for a long time and be able to serve San Diego customers for a long time. We’re not looking for a boom and a bust in the real estate market. I just want it to be normal.”
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<td>12205 E1 Camino Real, Suite 240, San Diego 92138</td>
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Commercial Development Company Hits Its Stride In North County

Former in 2003, Badiee Development Inc. is a full-service real estate development company based in La Jolla that specializes in the ground-up development of unique commercial and industrial projects throughout Southern California.

Badiee Development was founded by Ben Badiee, a successful entrepreneur and business leader with deep ties to San Diego’s business community. He is known for his success in multiple business ventures and has seen the ups and downs of the construction and development cycles.

Staying committed and motivated is one of his key tenets. “In my opinion, the most important attribute for a businessman is confidence. It is the foundation of any growth that one needs to have. In a nutshell, confident people don’t know who they are, but they know who they are becoming.”

According to Badiee, the economic upturn has generated an increasing need for office and industrial space of all types, but currently the biggest challenge is finding property and working hard to acquire the right assets to develop.

Badiee Development’s revenues grew from $1.5 million in 2014 to $15.35 million in 2016. The company now has more than $100 million in North County industrial projects underway or in its pipeline. It has six major projects on the books in Carlsbad, Escondido and Vista totaling 413,373 square feet of space. Its two Escondido properties are the first major industrial developments in that city in 10 years.

Taking a Chance on Spec

“We’ve been fortunate to acquire the right properties during the last three years and have put the right design and entitlements that are necessary so we can develop amazing product that is very much needed in the market today,” Badiee said.

With construction and development on a turnaround from the recession, Badiee’s projects generally will take about nine months from time of purchase to breaking ground and seven to nine months to build.

They are finding companies eager to locate or expand in the North County region and take advantage of the location and convenience to both Orange and San Diego counties’ infrastructure.

“All our products are spec at the moment. We take chances on what we design and what we build knowing that the right companies are in town and will need the type of properties we develop,” Badiee said.

Badiee Development’s primary mission is to create an enthusiastic, stimulating workplace that amplifies the talents of its management team and employees.

“The biggest opportunity for Badiee is to incorporate technology and innovation. The sensors that are available; the networking systems that go into the buildings; the 3-D printing that one day will actually print the building; these are the things that we have on our horizon,” Badiee said.

10 Million Square Feet of Development

Each member of Badiee Development’s senior management team has more than 30 years of industry experience and collectively they have developed in excess of 10 million square feet of commercial and residential real estate.

Badiee also leads the company in its commitment to the community. A major part of the company’s mission is to be a good steward of the environment. To that end, Badiee created a corporate philanthropy program called Building Blocks, which is designed to inspire youth and young adults.

Badiee is enthusiastic about working in the local market. “There is a lot of opportunity right here in San Diego; you just have to look for it,” he said. “There is a tremendous amount of talent around and there is a tremendous amount of opportunity. It is a matter of thinking outside the box and taking chances and believing in yourself that you can accomplish all that.”
Due to rounding off, some growth percentages appear to be incorrect. Notes: To be considered for the list, companies must be privately held, based in San Diego County and have earned at least $350,000 in revenue in 2014. The Business Journal has chosen not to show rankings from last year’s list because they misrepresent the company’s growth. The purpose of this list is to highlight those companies that grow quickly each year, and while it is unlikely that a company will rank every year, this does not mean that it is not profitable and still growing. A number of companies returned surveys but did not rank in the top 100 for the list. Sources: The companies, CPA attestation letters and San Diego Business Journal list files. 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 errors sometimes occur. Please send corrections or additions to the Research Department at the San Diego Business Journal. 858-634-4635. This list may not be reprinted in whole or in part without written permission from the editor. This list is not the intent of this list to endorse the participants nor to imply a company’s size or numerical rank indicates its quality.
Company Goes From The Garage To Top 200 Amazon Seller

This organization has posted phenomenal growth despite the fact that 95 percent of its clients don’t pay them anything. And the magic formula behind this approach is a pay-for-performance business model.

Quiverr has reached its impressive level of success by helping major brands with their presence on Amazon. The company has developed a program to optimize and grow sales for brands on that platform and has become a leader in full-service Amazon Marketplace Optimization.

“Amazon is obviously the dominant retailer, but what many brands don’t know is how much control you can have over price, listings, and marketing,” according to Ryan Mulvany, co-founder of the business.

Located in Carlsbad, Quiverr has reached the level of being a top 200 Amazon seller out of an estimated 5 million on the site. The company’s revenues grew from $2.5 million in 2014 to $20.85 million in 2016.

Mulvany, along with principals Danny DeMichele, executive chairman, Kattie Kalil, COO, and Bradley Seipp, board member, lead a team of seasoned online veterans who help increase profits for the company’s own products, along with a select group of companies who want products to maximize presence in the online marketplace.

A ‘Rocket Ship’

Most Amazon businesses never evolve past a garage. With the partnerships we’ve established, that guidance provided us with the confidence to build a launch pad for a rocket ship — instead of just a plan to get out of a garage — which we were in for a while,” states Mulvany.

And the birth of Quiverr is a story unto itself. Mulvany began by selling one of his fiancé’s used textbooks online. It sold so fast that he quickly acquired more books (mostly from his future in-laws) and that became the foundation of his fledgling company. But Mulvany attributes Quiverr’s real success in “aligning with someone who had the ability to think higher than I did.”

Quiverr’s mission is simple — to help brands drive more revenue and profit. The company accomplishes this by analyzing and understanding Amazon’s A9 search algorithm, advertising platforms, conversion rate optimization, and channel management.

A key issue for Quiverr in the coming year is managing financial resources. “We inventory and pay for all our brands’ products, so the more we grow, the more cash we need. That has been an interesting learning experience. You really can grow yourselves out of business,” Mulvany said.

Knowing What’s Next

Learning and adapting to the rapid changes in online buying patterns keeps Quiverr relevant to its clients. According to Mulvany, “Amazon is moving so fast. Voice shopping is a reality now along with one-hour shipping. Drones are in route.” It’s essential for the company to keep abreast of all that’s coming and always understanding “that we are only seeing the tip of the Amazon iceberg.”

Looking to the future, Quiverr now only sells in the U.S., but Mulvany sees that global opportunities will expand for the company as e-commerce becomes even more entrenched.

“Amazon is obviously the dominant retailer, but what many brands don’t know is how much control you can have over price, listings, and marketing.”

—Ryan Mulvany

Quiverr

Executive Chairman: Danny DeMichele
CEO/Co-Founder: Ryan Mulvany
COO: Kattie Kalil
Board Member: Bradley Seipp
Location: 2151 Las Palmas Suite D Carlsbad 92011
2016 Revenue: $20.85 million
2014-2016 Growth: 719 percent
No. of Local Full-Time Employees: 15
Website: quiverr.com
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Brewer’s Hardworking Team And a Commitment to the Craft Pay Off

It wasn’t always fast-growth times for Vista’s Latitude 33 Brewing Co. In fact, in its first two years after debuting in 2011, the craft beer maker faced a constant struggle to stave off extinction.

As current CEO Michael Ingram recalls, the company was in debt, losing money every month, and on the verge of bankruptcy after running out of capital.

“Some of the original shareholders invested their retirement (money) in Latitude 33, and it was days from collapsing,” Ingram said. “Rather than throwing in the towel, we saw it as an opportunity to take the reins, invest our money, our time, and effectively our lives into this company. It was an incredible risk, and it certainly hasn’t been easy.”

After hearing the original bad news from his father Ron Ingram, a Latitude 33 founder and inactive shareholder, Ingram decided to switch out of his work as an independent options trader and roll up his sleeves for the beer business. He was joined by his wife Treasure Ingram, who now co-owns the business and serves as office manager, and colleague Matthew Taylor, its current chief financial officer.

Fast-forward four years, and Latitude 33 is now among San Diego’s fastest-growing private companies. The brewer reported 2016 revenue of $2.58 million, a 619 percent rise from its 2014 revenue of just under $360,000.

Michael Ingram, 29, credits a grind-it-out mentality shared by the company’s leadership and its 25 employees, an attitude that allows the brewer to rally around a passion for beer-making without getting complacent.

Still Hopping

“For better or worse, we have yet to sit back for even a day and celebrate or congratulate ourselves, because there is always the next opportunity, the next big challenge, and we are excited to take it head-on.”

Opportunities include getting products like its flagship Blood Orange IPA into more places, after already establishing a growing presence in restaurants, stores and venues such as San Diego Zoo Safari Park. Future distribution is planned for several Western states, with the company making arrangements to enter markets including Northern California, Nevada, and Arizona by the end of this year.

Still Experimenting

The brewer will also continue to experiment with new Southern California twists on old-style ales, pilsners and lagers. For instance, Ingram said Latitude 33’s German-style pilsner emphasizes West Coast hops, and its blonde ale is a “hoppier, more full-flavored rendition” of the classic lager style.

“Going forward, Latitude 33 will be taking on yet another big challenge facing many fast-growing companies, especially those in the highly competitive brewing industry. “The key issue is, and likely always will be, identifying and recruiting talent,” Ingram said. “This industry, although growing, is still relatively small and as we continue to have new entrants into the market, the pool of talent becomes increasingly scarce.”

As for what keeps Ingram pushing ahead these days, the CEO credits lessons in business perseverance that began with a weekly lemonade stand that he operated in elementary school, followed by a sticker business in middle school and a clothing company in high school.

“For me, entrepreneurship was never a choice,” he said. “It’s in my DNA.”

—Michael Ingram
### Fastest-Growing Private Companies

#### Ranking by percent of verified revenue growth from 2014 to 2016

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<td>Emory Fry</td>
<td>Douglas Burke</td>
<td>2010</td>
<td>148.27</td>
<td>150.16</td>
</tr>
</tbody>
</table>

Due to rounding off, some growth percentages appear to be incorrect. **Notes:** To be considered for the list, companies must be privately held, based in San Diego County and have earned at least $350,000 in revenue in 2014. The Business Journal has chosen not to show rankings from last year’s list because they misrepresent the company’s growth. The purpose of this list is to highlight those companies that grow quickly each year, and while it is unlikely that a company will rank every year, this does not mean that it is not profitable and still growing. A number of companies returned surveys but did not rank in the top 100 for the list. **Sources:** The companies, CPA attestation letters and San Diego Business Journal list files. To the best of our knowledge this ranking is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, typographical errors sometimes occur. Please send corrections or additions to the Research Department at the San Diego Business Journal. 858-634-4653. This list may not be reprinted in whole or in part without written permission from the editor. Some companies have declined to participate or did not return a survey by press time. It is not the intent of this list to endorse the participants nor to imply a company’s size or numerical rank indicates its quality.

---

### As co-working explodes, we knew our space had to elevate the experience.

– Michel Cohen, Downtown Works

---

*Image of a booth at Downtown Works with participants laughing.*
Matthew Stoyka believes that personal and professional relationships are the most important aspect of life, and he has taken that belief as the guiding principal behind RelationEdge.

The company is a Salesforce Gold Consulting Partner that helps companies implement and manage the Salesforce technology platform.

As CEO of the company, Stoyka has championed the notion that the usual approach to expanding sales is backward. Instead, he sets priorities that establish strong collaborations, then addresses the technology needed to accomplish the goals. That has become the mandate for how the company interacts with each client.

Unusual Approach

“Our ‘Process first, technology second’ approach drives us to solve complex business problems that exist in any and all industries. This approach has really resonated with our clients and has driven customer success,” Stoyka said.

Usually, organizations will attempt to define what they want the Salesforce platform to do and send those technical specifications to an outsourced technology company that will provide a quote and timeline for the project. RelationEdge focuses on improving marketing, sales and service systems. Once that has been addressed, then the appropriate technology is applied to enhance the processes.

Though based in Carlsbad, RelationEdge’s client list spreads from the U.S. and Canada to Europe and the Caribbean. “We’ve grown significantly because we’ve built really strong relationships with our clients and our partners,” Stoyka said.

RelationEdge’s revenues grew from $1.5 million in 2014 to $10.11 million in 2016.

Broad Range of Customers

The company works with a broad range of businesses from professional services organizations to manufacturers to technology companies to nonprofits. Customers are usually CEOs, business owners or vice presidents of sales and marketing looking to expand and enhance their sales efforts.

“The company’s rapid expansion is forcing Stoyka to evaluate RelationEdge’s own internal systems. “Moving forward, we have two big challenges for ourselves,” he said. “We’ve grown so significantly, we need to look at our own process and how we operate. It’s the same thing we do for our clients but we need to do it for ourselves. Fortunately, we have our own team of experts to lead this effort.”

According to Stoyka, “the biggest opportunity for the company is to continue to acquire great clients where RelationEdge is at the core of their growth strategy. Our recurring service model continues to be the ideal solution for most clients and drives the greatest value.”

Though his clients are now globally based, Stoyka is still a strong advocate for being headquartered in San Diego. “The San Diego business community is thriving and we are grateful to be part of it,” he said. “It is very exciting to see the business landscape diversify and expand. There is so much talent available to employers here.”

“Our ‘Process first, technology second’ approach drives us to solve complex business problems that exist in any and all industries.”
—Matthew Stoyka

**RelationEdge**

**CEO:** Matthew Stoyka
**Location:** 1917 Palomar Oaks Way Suite 310 Carlsbad 92008
**2016 Revenue:** $10.11 million
**2014-2016 Growth:** 580 percent
**No. of Local Full-Time Employees:** 80
**Website:** relationedge.com
Remarkable.
Nimble.
Impressive.

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Mark Read, Executive VP Brokerage
858.509.1200 | kiddermathews.com
Agentology Inc.

July 24, 2017

Local breaking news: www.sdbj.com

28 SAN DIEGO BUSINESS JOURNAL

High Tech Meets High Touch
As Company Gets Good
Leads to Agents

Seventy percent of homebuyers and sellers work with the first person they meet face to face. But this doesn’t translate to today’s online marketplaces.

Agentology Inc. blends the best of both high tech and high touch in the very personal world of residential real estate. The company — founded by two brothers, David Tal and Avi Tal — goes beyond databases and amalgamated sources.

“We are a lead engagement and qualification service for real estate agents,” David Tal said. “We help our agent partners be the first to respond to internet leads.”

Agents who buy leads online also need to respond quickly and follow up with potential clients. Agentology engages and qualifies leads for them so they can focus on the best prospects.

“The problem we are solving is an online consumer lead time problem that is not specific to real estate,” Avi Tal said. “People typically wait hours, if not days, to receive a response from a real human after filling out a form on line.”

‘Brokers for Brokers’

David and Avi think of themselves as “brokers for brokers,” using advanced search technologies that are expensive and would not be affordable for an individual agent. These technical tools then open the door for immediate personal interaction to develop that key broker/client relationship quickly.

This gives agents a virtual inside sales team so they can maximize their time with motivated clients who are the right fit.

“We’ve grown a lot in the last three years because we’ve taken a focus in investing in our technology and, more importantly, great people,” —Avi Tal

VC Funding

As real estate values recover from the recession, pent-up demand is rising. And the company has grown from a few local clients to thousands of agents across the country in a few short years. VC funding has also spurred the expansion. Agentology’s revenues grew from $460,000 in 2014 to $3.09 million in 2016.

Moving into the future, the brothers see a big opportunity for Agentology by moving into other verticals that are related to the real estate space — property management, insurance, lending. They also anticipate working more closely with larger real estate teams and brokers around the country.

Recruiting and keeping talented staff is an essential element to the agency’s growth. David Tal sees San Diego as a great resource for the kinds of employees the company needs.

“Local. There is a tremendous amount of talent here,” David said.

In the Bay Area, talent is always leaving for greener pastures as major tech companies poach talent from one another. In San Diego, keeping good talent means treating them fairly and appreciating them, and they will stay around to see your vision come to life.

The company’s mission seeks a re-engagement of personal communication. David sums up that goal: “Technology has empowered consumers to do a lot more online. It’s broken that human connection that used to exist and we want to bring that back together.”

Agentology Inc.

Founder/CEO: David Tal

Founder/President: Avi Tal

Location: 750 B St.
Suite 1630
San Diego 92101

2016 Revenue: $3.09 million

2014-2016 Growth: 572 percent

No. of Local Full-Time Employees: 38

Website: agentology.com

Bob Hoffman Video & Photography
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Recruitment Firm Earns Big Returns for Putting Reliability First

Recruitment and consulting firm Sayva Solutions has managed to elbow its way into a crowded and competitive field, growing its revenue fivefold in two years. Its tactic? Cut the sleaze from the sales pitch.

Founder and CEO Ryan Buell, 41, said recruiters can get bad reputations for duping employers into hiring people who may not be a great fit for the position.

“There tends to be a pressure to highlight great things about a candidate, and act like the candidate is perfect for every job,” Buell said.

Sometimes, however, recruiters have concerns about their candidates. Buell said it’s important to the team at Sayva to communicate those concerns with its clients.

“We don’t want them to waste their time,” Buell said. “This gives us credibility with the client.”

The company’s transparency seems to be working. Sayva’s revenues grew from $912,000 in 2014 to $5.8 million last year, a 533 percent growth.

Memorable Service

Buell said the company has managed to keep long-term relationships with employers that spawned large networks of loyal clients. One example of that was when Sayva signed on Cricket Wireless as a client early on. When Cricket got acquired by AT&T in 2014, the management team disbursed throughout San Diego.

“Because of the work and relationships established when they were at Cricket, those same individuals reached out to Sayva,” Buell said. “It resulted in a half-dozen new clients.”

Buell said San Diego’s unique life science hub is actually a boon for Sayva. The region is known for incubating small to midsized biotechs that usually get acquired by giants of the pharmaceutical industry. As a result, there’s a lot of employee churn in San Diego.

“So many companies come and go, so there tends to be a real acceptance of the fact that people will move companies every couple years,” Buell said.

There’s also a lot of new companies starting up constantly that need talent, consulting, and accounting services.

New Companies, New Business

“There are always new companies popping up here,” Buell said. “In other markets, there are always the same usual suspects hiring.”

Sayva has clients in a variety of industries, including manufacturing, defense, retail, real estate and life science. The company has diversified its services to include finance, consulting, and recruiting. Sayva is launching a new line of business to give its clients “a la carte” accounting services.

Buell said this new offering fits well with the needs of their typical clients, which are often private companies nearing an initial public offering or acquisition event. This particular line will be targeted toward businesses early in that process, and between pre-revenue and $50 million in revenue. These companies may not need to hire a full-time chief financial officer (CFO) just yet, but they might need some services to carry them over.

“They may only need a few hours per month of CFO service,” Buell said. “Then as they scale and grow, they graduate to a full-time CFO.”

Sayva has expanded into the Southern California region and now employees 18 people internally (38 when including contractors and consultants).
## Fastest-Growing Private Companies

### Rank

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Address</th>
<th>Phone</th>
<th>Year</th>
<th>Percent Growth in Revenue from 2014-2016</th>
<th>Revenue (millions) 2014</th>
<th>Revenue (millions) 2015</th>
<th>Revenue (millions) 2016</th>
<th>Local Full-Time Employees as of Feb. 1, 2017</th>
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<td><strong>35</strong> Abacus Data Systems Inc.</td>
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<td>$45.49</td>
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<td>4263 Oceanside Blvd, Suite 106-160, Oceanside 92056</td>
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<td></td>
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<td>$0.52</td>
<td>2</td>
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<td>Technical</td>
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<td><strong>37</strong> Jaime Partners Inc.</td>
<td>325 B St, Suite 601, San Diego 92101</td>
<td></td>
<td></td>
<td>$1.7</td>
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<td>5</td>
<td>7</td>
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<td><strong>38</strong> Snake Oil Cocktail Co.</td>
<td>630 Riverside St., San Diego 92120</td>
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<td></td>
<td>$17.6</td>
<td>$10.1</td>
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<td><strong>40</strong> Pro Back Office LLC</td>
<td>5151 Shoreham Place, Suite 208, San Diego 92122</td>
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<td>$3.07</td>
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<td>102</td>
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<td><strong>43</strong> I.E.-Pacific Inc.</td>
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<td>$39.82</td>
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<td>$17.07</td>
<td>23</td>
<td>28</td>
<td>General contractor - federal work</td>
</tr>
</tbody>
</table>

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**Welcome to San Diego Real Estate**

875 G St, Suite 108, San Diego 92101

| Welcome to san diego real estate | 875 G St, Suite 108, San Diego 92101 | | | $1.64 | $1.62 | $0.71 | 1 | 2 | Real estate sales and management | Chad Dannenker, Heather Dannenker (2010) |

**Reliant Funding**

9540 Towne Centre Drive, Suite 200, San Diego 92121

| Reliant Funding | 9540 Towne Centre Drive, Suite 200, San Diego 92121 | | | $51.95 | $34.7 | $22.48 | 46 | 84 | Financial services | Adam Stetther, Adam Stetther (2007) |

**True Champions Inc.**

5234 Gushman Place, Suite 200, San Diego 92110


**PRAVA Construction Services Inc.**

344 North Vineyard St., Escondido 92029


**Sherpa Clinical Packaging**

1816 Anney Ridge Drive, San Diego 92121

| Sherpa Clinical Packaging | 1816 Anney Ridge Drive, San Diego 92121 | | | $11.06 | $6.18 | $4.02 | 13 | 35 | Clinical trial materials management services for clinical studies phases I-IV | Mark Paiz, Mark Paiz (2011) |

**Guild Mortgage Co.**

5480 Copley Drive, San Diego 92111

| Guild Mortgage Co. | 5480 Copley Drive, San Diego 92111 | | | $796.45 | $602.66 | $358.76 | 1,816 | 3,614 | Financial services (mortgage lending) | Mary Ann McLlary, Terry Schmidt (1960) |

**TalentZöK**

10840 Rancho Bernardo Road, Suite 103, San Diego 92127

| TalentZöK | 10840 Rancho Bernardo Road, Suite 103, San Diego 92127 | | | $8.83 | $7.07 | $4.04 | 60 | 65 | Staffing | Travis Medley, Michelle Medley (2008) |

**TurningPoint Executive Search**

3460 Matron Road, Suite 103-351, Oceanside 92056

| TurningPoint Executive Search | 3460 Matron Road, Suite 103-351, Oceanside 92056 | | | $1.07 | $0.9 | $0.49 | 4 | 7 | National sales & marketing executive recruiting | Ken Schmitt, Tom Goddard (2007) |

**Red Door Interactive**

350 10th Ave., Suite 100, San Diego 92101

San Diego-based general contractor Davis Reed Construction Inc. believes in preserving the values of a small company while having the power, breadth and strength to match larger firms.

Under the leadership of President Derek Davis, the company specifically chooses a relatively small selection of projects to work on each year with many notable structures now gracing the contemporary San Diego landscape.

“San Diego is our home and we are always blessed when we are able to also make it our workplace for projects,” Davis said.

“I have been here for 30 years and have loved being able to be a part of the building community and see and participate in the growth — specifically downtown redevelopment dating back to CCDC initiatives — to make a vibrant city with residential, commercial and work communities...”

Davis emphasizes that client relationships are essential to building any business for the future. “Our higher-than-normal capture ratio is probably largely attributable to sticking by our clients with a long-term view and regionally expanding to serve those projects as they came on line.”

Hospitality Sector

The company’s current market emphasis includes hospitality in a very broad range of brands and types of hotels, mixed-use, Indian gaming, multifamily in urban settings, educational projects and commercial corporate end user facilities such as Qualcomm Inc. and Citrix Systems Inc. Hospitality clients include signature properties such as the Kimpton Argyle Hollywood, Hilton/Huntington Beach, and the new retro-inspired Pendry Hotel San Diego. San Diego State University and the Los Angeles Unified School District are among its numerous government clients.

DavisREED has received numerous recognitions for its work including a prestigious Orchid Award for the city of Coronado’s Club Room and Boathouse, built with environmentally sustainable materials and LEED certified.

Davis credits his team and strategic choices of projects as a key driver for the company’s success. “It has been a good balance of things going on and frankly some of the difficulties of the development cycle make our knowledge base much more valuable to efforts here in San Diego,” Davis said.

The company’s success also can be seen in the wide breadth of services it offers from conception to finished product. Divisions include many services in contracting and delivery methods, pre-construction and construction. The company has seen steady significant growth coming out of the recession that devastated the construction industry.

Davis explains, “we tenaciously supported the efforts of our developers to study, reprogram, re-engineer and sometimes accelerate submissions to capitalize on time-sensitive code changes and entitlement deadlines. Meanwhile, there was a shift in the debt markets and the developers were ready and we were ready (to say the least, we were so ready to start building something out there) with permits and capital to move forward.”

Revenue for DavisREED grew from $47 million in 2014 to $284.26 million in 2016, achieving a 505 percent growth.

Investing in People

Davis sees the biggest opportunity for the company today in continued investment in its people. “We are doubling down on training, but we are also working to maintain our culture as an entrepreneurial company with a broad diversity of people. It’s really a great mix right now of millennials, Gen-Xers and boomers. The technology, methods of communications and tools we employ in the work place have created both opportunities and challenges. Our opportunity is to mix that together for some good sauce and systems and culture.”

“Our higher-than-normal capture ratio is probably largely attributable to sticking by our clients with a long-term view and regionally expanding to serve those projects as they came on line.”

—Derek Davis
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Tech Company Poised to Capture Growth in Mobile E-Commerce

Brand Value Accelerator (BV Accel) is one of the pioneer Shopify Plus Partners and one of the fastest-growing Shopify agencies.

The company, which is based downtown, describes itself as a digital design, development and marketing agency. BV Accel CEO Dylan Whitman has guided his staff through a steady and rapid growth that has put the agency at the forefront of San Diego’s creative marketing sector.

According to Whitman, “we have grown from what I call the three Ts — teaming, timing and a tight ship.”

The agency’s team of designers creates mobile-first shopping experiences that are anchored in the three pillars of e-commerce — acquisition, conversion and retention. According to Whitman, the company’s purpose is straightforward, “we help brands online and in-store sell more using digital.”

BV Accel’s collaboration with Shopify has opened access to the e-commerce giant’s more than one million users. Shopify supports online stores and retail point-of-sale systems with an estimated $34 billion in sales.

Its clients include Red Bull, Procter & Gamble, MVMT watches, Boll & Branch bedding, Celestron telescopes, Milkbone, and Gillette. Other strategic partners include Optimizely and Google.

BV Accel’s growth has mirrored the advance in online buying. Its revenues grew from $864,000 in 2014 to $4.86 million in 2016.

It’s Never Easy

One of the things that’s been surprising about growing really fast — sometimes as an entrepreneur you are hoping to get to the point where things get easier and it just never does,” Whitman said. “You just get new problems.”

With a tagline of “let’s rethink commerce,” the company creates a more valuable shopping experience that in turn increases revenue. BV Accel offers a wide range of tech services for clients that include website design, custom development, e-commerce strategies, marketing, optimization, and systems integration.

San Diego is an ideal location for this particular type of tech company, according to Whitman. “We are one of the top technology cities in the U.S. right now. Our presence in the Cali Baja region and our closeness to Tijuana is actually one of the biggest opportunities in California right now and it’s something we should be taking advantage of.”

Promote San Diego

Whitman is among the ranks of startups that actively advocate for the city. “We need to rally together to promote San Diego more. It has shown that it is a world-class business city so we can continue to bring in the best talent for everyone.”

As with many in the marketing technology sector, Whitman identifies talent as a key component and global growth as the next big opportunity.

“The key issue in the coming year is always going to be the acquisition of talent. It’s important to get the very best people and it takes time to do that,” he said.

“The biggest opportunity for us is the biggest opportunity for everyone which is internationalization. That is, going into new markets like Asia Pacific where we are aggressively expanding right now.”

—Dylan Whitman

“...the biggest opportunity for everyone which is internationalization. That is, going into new markets like Asia Pacific where we are aggressively expanding right now.”

—Dylan Whitman
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- When it addresses and solves key business issues

Andy La Dow, Managing Director | San Diego Region
andy.ladow@colliers.com

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San Diego - North  +1 760 435 8950

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Apparel and e-commerce go together like crusty French bread and sweet butter. It’s a natural combination.

Coffee mugs and e-commerce go together like … well, actually, they don’t go together too well. Mugs are 20 times more work, said Sean Zhao, CEO of Tickled Teal LLC. They don’t lend themselves to volume production, the margins are lower, and they’re heavy to ship.

Which is why, early in its existence, Tickled Teal switched its focus from mugs, pet tags and cellphone cases to women’s apparel.

It was a good move. The business turned in 460 percent growth over two years to reach $2.01 million in revenue last year.

Complementary Team
Zhao and Renee Loomis, the company’s COO, started the business in January 2014. They are a husband and wife team. Zhao brings his business studies to the table while Loomis brings her artistic sensibility and her graphic design training.

Tickled Teal offers a line of graphic T-shirts designed by Loomis, which carry a variety of sayings and distinctive calligraphy. It also has a line of baby onesies with sayings that can be funny or ironic. “I am why we can’t have nice things,” says one. On another: “What is this word ‘no’ you speak of?”

Tickled Teal also sells cardigans, dresses, tops and pants. Loomis calls it good quality, affordable fashion.

The business sells directly and through other e-commerce sites such as Zulily and Etsy. Tickled Teal also has a presence on Facebook, Pinterest and Instagram.

As for style, the company’s distinctive website looks as if it has been finished in gold leaf.

Zhao is a native of northern China who came to the United States when he was 17. He is now 29. Loomis, 27, is a San Diego native, raised in Pacific Beach. The two met in high school, at San Diego’s public school performing arts academy, where Loomis’ class schedule included dance. Both went on to San Diego State University.

Warehouse Space
Their business started in a loft. The two remember storing inventory in their condominium. Today, the business has 5,000 square feet of warehouse space in the Miramar area… and a warehouse in China. It also has an apparel factory near Hong Kong. “I go back every month,” said Zhao, who said the factory employs 40 people. The business ships its products through Los Angeles ports, frequently by air and sometimes by ship.

The business is able to achieve higher margins on its clothing by eliminating layers of wholesalers and suppliers common in the fashion industry, Zhao said.

Apparel, however, can be unpredictable. It’s possible to make too much of something. And the industry changes fast. Fast growth involves 10-hour days and no vacations. Zhao and Loomis say their biggest challenge is hiring the right people. The business has five employees stateside.

Zhao said he thinks revenue will double this year, and the business wants to reach $10 million in sales in 2018. The couple is also expecting a daughter in November. “She’s covered clothingwise,” Loomis said.
### Fastest-Growing Private Companies

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Website</th>
<th>Phone</th>
<th>Percent Growth in revenue from 2014-2016</th>
<th>Revenue (millions) 2016</th>
<th>Revenue (millions) 2015</th>
<th>Revenue (millions) 2014</th>
<th>Local full-time employees as of Feb. 1, 2017 2016</th>
<th>CEO/President</th>
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<tr>
<td>53</td>
<td>Global Equity Finance</td>
<td><a href="http://www.geofinance.com">www.geofinance.com</a></td>
<td>860-245-3279</td>
<td>103.79</td>
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<td><a href="http://www.circaedu.com">www.circaedu.com</a></td>
<td>866-756-3484</td>
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<td>Superior Print and Exhibit</td>
<td><a href="http://www.superiorprintandexhibit.com">www.superiorprintandexhibit.com</a></td>
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<td>59</td>
<td>Agility Clinical Inc.</td>
<td><a href="http://www.agility-clinical.com">www.agility-clinical.com</a></td>
<td>760-520-0344</td>
<td>96.75</td>
<td>$17.47</td>
<td>$12.63</td>
<td>$8.88</td>
<td>75</td>
<td>61</td>
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<tr>
<td>60</td>
<td>Security On-Demand</td>
<td><a href="http://www.securityondemand.com">www.securityondemand.com</a></td>
<td>858-693-5655</td>
<td>95.56</td>
<td>$8.8</td>
<td>$6.3</td>
<td>$4.5</td>
<td>55</td>
<td>48</td>
</tr>
</tbody>
</table>

*Company description:
- Mortgage
- Digital marketing, higher education
- Manufacturing/distribution
- Health care
- Painting contractor and general contractor
- Sign production and installation
- Clinical research organizations
- Cybersecurity managed services
- Managed services
- High-end research and development
- General contractor
- Health care
- Home improvement and remodeling
- Cybersecurity
- Technology and defense
- Data center services
- Healthcare
- Construction and development
- Information technology
- Manufacturing
- Distribution
- Real estate and development
- Technology and defense
- Healthcare
- Managed services
- Cybersecurity
- Real estate
- Information technology
- Construction and development
- Data center services
- Manufacturing
- Distribution
- Real estate and development
- Technology and defense
- Healthcare
- Managed services
- Cybersecurity
- Real estate
- Information technology
- Construction and development
- Data center services
- Manufacturing
- Distribution
- Real estate and development
- Technology and defense
- Healthcare
- Managed services
- Cybersecurity
- Real estate
- Information technology
- Construction and development
- Data center services
- Manufacturing

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### Fastest-Growing Private Companies

#### FROM PAGE 37

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Address</th>
<th>Website</th>
<th>Phone</th>
<th>Percent Growth in revenue from 2014-2016</th>
<th>Revenue (millions) 2014</th>
<th>Revenue (millions) 2015</th>
<th>Revenue (millions) 2016</th>
<th>Local full-time employees as of Feb. 1, 2017</th>
<th>Business description</th>
<th>CEO</th>
<th>CFO</th>
<th>Year est.</th>
<th>Locally</th>
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</thead>
<tbody>
<tr>
<td>61</td>
<td>Component Surfaces Inc.</td>
<td>11880 Community Road, Suite 380, Poway 92064</td>
<td><a href="http://www.electrostaticgrid.com">www.electrostaticgrid.com</a> 858-776-0602</td>
<td>94.61</td>
<td>$2.72</td>
<td>$2.15</td>
<td>$1.4</td>
<td>38</td>
<td>38</td>
<td>31</td>
<td>Industrial manufacturing</td>
<td>David Shields</td>
<td>Grant Brasher</td>
<td>2004</td>
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<tr>
<td>62</td>
<td>National Funding Inc.</td>
<td>9820 Towne Centre Drive, Suite 200, San Diego 92121</td>
<td><a href="http://www.nationalfunding.com">www.nationalfunding.com</a> 888-733-2383</td>
<td>93.84</td>
<td>$75.69</td>
<td>$59.08</td>
<td>$39.05</td>
<td>188</td>
<td>174</td>
<td>166</td>
<td>Financial services</td>
<td>David Gilbert</td>
<td>Robert Sweeney</td>
<td>1999</td>
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<tr>
<td>63</td>
<td>Gotuwired Inc.</td>
<td>663 S. Ranch Santa Fe Road, Suite 126, San Marcos 92078</td>
<td><a href="http://www.gotuwired.com">www.gotuwired.com</a> 858-589-2031</td>
<td>87.42</td>
<td>$1.64</td>
<td>$0.99</td>
<td>$0.87</td>
<td>13</td>
<td>10</td>
<td>7</td>
<td>Technology integration for businesses</td>
<td>A.J. Raji</td>
<td>Joel Chuman</td>
<td>2009</td>
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<tr>
<td>64</td>
<td>Staff Smart Inc.</td>
<td>11500 W. Bernardo Court, Suite 220, San Diego 92127</td>
<td><a href="http://www.staffsmart.net">www.staffsmart.net</a> 619-342-2600</td>
<td>85.5</td>
<td>$3.59</td>
<td>$2.75</td>
<td>$1.93</td>
<td>5</td>
<td>5</td>
<td>4</td>
<td>IT recruitment and staffing, project consulting, retained executive search and talent solutions</td>
<td>Christine Hoffman-Hicks</td>
<td>Julian Hicks</td>
<td>2008</td>
</tr>
<tr>
<td>65</td>
<td>Dream Design Builders</td>
<td>11141 W. Bernardo Court, San Diego 92127</td>
<td><a href="http://www.dreamdesignbuilders.com">www.dreamdesignbuilders.com</a> 858-674-9818</td>
<td>84.89</td>
<td>$5.47</td>
<td>$4.55</td>
<td>$2.96</td>
<td>39</td>
<td>18</td>
<td>14</td>
<td>Residential design and build contractor</td>
<td>Jay Rordon</td>
<td>Dario Magnani</td>
<td>1987</td>
</tr>
<tr>
<td>66</td>
<td>Coastal Payroll</td>
<td>4900 Murphy Canyon Road, Suite 110, San Diego 92123</td>
<td><a href="http://www.coastalpayroll.com">www.coastalpayroll.com</a> 858-565-2123</td>
<td>84.76</td>
<td>$5.06</td>
<td>$3.83</td>
<td>$2.74</td>
<td>31</td>
<td>27</td>
<td>23</td>
<td>Business services</td>
<td>Jonathan Gallagher</td>
<td>Craig Coleman</td>
<td>2007</td>
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<tr>
<td>68</td>
<td>Davy Architecture</td>
<td>1051 10th Ave., San Diego 92101</td>
<td><a href="http://www.davyarchitecture.com">www.davyarchitecture.com</a> 619-238-3811</td>
<td>84.63</td>
<td>$3.73</td>
<td>$2.13</td>
<td>$1.02</td>
<td>21</td>
<td>13</td>
<td>10</td>
<td>Architecture for civic, health care and education clients</td>
<td>Eric Davy</td>
<td>Stephanie Cinello</td>
<td>1984</td>
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<tr>
<td>69</td>
<td>Sleep Data</td>
<td>5477 Kenamar Villa Road, Suite 200, San Diego 92123</td>
<td><a href="http://www.sleepdata.com">www.sleepdata.com</a> 619-299-6299</td>
<td>83.61</td>
<td>$11.51</td>
<td>$7.93</td>
<td>$6.27</td>
<td>104</td>
<td>73</td>
<td>59</td>
<td>Health care - durable medical equipment</td>
<td>David French</td>
<td>Breton Hever</td>
<td>1995</td>
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<td>70</td>
<td>MGX Copy</td>
<td>9840 Kenamar Drive, San Diego 92127</td>
<td><a href="http://www.mgxcopy.com">www.mgxcopy.com</a> 858-776-0367</td>
<td>83.5</td>
<td>$6.32</td>
<td>$5.13</td>
<td>$3.45</td>
<td>55</td>
<td>42</td>
<td>30</td>
<td>Commercial printing</td>
<td>Lawrence Chou</td>
<td>Lawrence Chou</td>
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<tr>
<td>71</td>
<td>SCST Inc.</td>
<td>6200 Riverdale St., San Diego 92120</td>
<td><a href="http://www.scst.com">www.scst.com</a> 619-280-4321</td>
<td>82.61</td>
<td>$25.2</td>
<td>$18.8</td>
<td>$13.8</td>
<td>147</td>
<td>132</td>
<td>102</td>
<td>Geotechnical, environmental, special inspection &amp; materials testing, facilities consulting</td>
<td>Neal Clements</td>
<td>Bill Ulmer</td>
<td>1959</td>
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<tr>
<td>73</td>
<td>Mike Hess Brewing of San Diego</td>
<td>3812 Grim Ave., San Diego 92104</td>
<td><a href="http://www.mikehessbrewing.com">www.mikehessbrewing.com</a> 619-235-7136</td>
<td>80.1</td>
<td>$3.4</td>
<td>$2.51</td>
<td>$1.89</td>
<td>26</td>
<td>23</td>
<td>22</td>
<td>Manufacturing: Craft Brewery</td>
<td>Mike Hess</td>
<td>Chris Minemoto</td>
<td>2010</td>
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<tr>
<td>75</td>
<td>TransPower</td>
<td>2415 Auto Park Way, Escondido 92029</td>
<td><a href="http://www.transpowerusa.com">www.transpowerusa.com</a> 760-294-0637</td>
<td>77.64</td>
<td>$8.74</td>
<td>$6.95</td>
<td>$4.92</td>
<td>39</td>
<td>40</td>
<td>30</td>
<td>Clean technology</td>
<td>Michael Simon</td>
<td>Rebecca Dennis</td>
<td>2010</td>
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<td>76</td>
<td>Web Shop Manager</td>
<td>P.O. Box 167201, San Diego 92176</td>
<td><a href="http://www.webshopmanager.com">www.webshopmanager.com</a> 619-278-0872</td>
<td>76.66</td>
<td>$2.42</td>
<td>$1.91</td>
<td>$1.37</td>
<td>20</td>
<td>17</td>
<td>14</td>
<td>E-commerce software</td>
<td>Dana Nevins</td>
<td>Dale Payton-Engle</td>
<td>2003</td>
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<td>77</td>
<td>Concierge Cleaning Services</td>
<td>2707 Planters Circle, San Diego 92108</td>
<td><a href="http://www.conciergecleaning.com">www.conciergecleaning.com</a> 858-248-0909</td>
<td>73.88</td>
<td>$1.62</td>
<td>$1.35</td>
<td>$0.93</td>
<td>49</td>
<td>34</td>
<td>22</td>
<td>Commercial janitorial and cleaning services</td>
<td>Jeffrey R Nites</td>
<td></td>
<td>2013</td>
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<td>78</td>
<td>SES Secure E-Waste Solutions</td>
<td>8815 Rehco Road, Suite C, San Diego 92173</td>
<td><a href="http://www.sesecycling.com">www.sesecycling.com</a> 858-909-0802</td>
<td>73.39</td>
<td>$0.92</td>
<td>$0.57</td>
<td>$0.53</td>
<td>23</td>
<td>23</td>
<td>9</td>
<td>Electronic recycling</td>
<td>Larry Kurschner</td>
<td>Larry Kurschner</td>
<td>2013</td>
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<tr>
<td>80</td>
<td>Personal Touch Dining Inc.</td>
<td>9550 Scripps Lake Drive, Suite 102, San Diego 92131</td>
<td><a href="http://www.personaltouchdining.com">www.personaltouchdining.com</a> 858-638-0672</td>
<td>70.83</td>
<td>$4.1</td>
<td>$2.7</td>
<td>$2.4</td>
<td>15</td>
<td>13</td>
<td>13</td>
<td>Catering, weddings, special events, food service</td>
<td>Michael J Conlon</td>
<td>Tracy J Zenke</td>
<td>1988</td>
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<td>81</td>
<td>The Cydio Group Inc.</td>
<td>591 Camino de la Reina, Suite 1150, San Diego 92108</td>
<td><a href="http://www.cydio.com">www.cydio.com</a> 619-573-4848</td>
<td>70.74</td>
<td>$12.6</td>
<td>$10.52</td>
<td>$7.38</td>
<td>100</td>
<td>83</td>
<td>70</td>
<td>IT staffing</td>
<td>Curt Sterling</td>
<td>Kimberly Sitz</td>
<td>2006</td>
</tr>
</tbody>
</table>
### Fastest-Growing Private Companies

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Address</th>
<th>Phone</th>
<th>Local full-time employees as of Feb. 1, 2017</th>
<th>Business description</th>
<th>CEO</th>
<th>CFO</th>
<th>Year est. locally</th>
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</thead>
<tbody>
<tr>
<td>82</td>
<td>CWDL CPAs</td>
<td>1317 Murphy Canyon Rd, Suite 135, San Diego 92123</td>
<td><a href="http://www.cwdlcpas.com">www.cwdlcpas.com</a> 858-565-2700</td>
<td>65.9</td>
<td>$19.15</td>
<td>13</td>
<td>Assurance, tax, and entrepreneurial services firm</td>
<td>Mark Wilson</td>
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<td>83</td>
<td>One Stop Systems Inc.</td>
<td>2222 Enterprise St., Suite 110, Escondido 92029</td>
<td><a href="http://www.onesostopsystems.com">www.onesostopsystems.com</a> 760-745-9883</td>
<td>65.01</td>
<td>$18.94</td>
<td>60</td>
<td>High performance computing</td>
<td>Steve Cooper</td>
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<tr>
<td>84</td>
<td>Tourmaline Properties Inc.</td>
<td>3444 Archer St, San Diego 92109</td>
<td><a href="http://www.tourmalineproperties.com">www.tourmalineproperties.com</a> 858-431-6102</td>
<td>64.21</td>
<td>$16.95</td>
<td>20</td>
<td>Homebuilding</td>
<td>Ben Ryan</td>
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<tr>
<td>85</td>
<td>Atlas General Insurance Services LLC</td>
<td>4366 Executive Drive, Suite 400, San Diego 92112</td>
<td><a href="http://www.atlasus.com">www.atlasus.com</a> 858-529-6700</td>
<td>63.74</td>
<td>$73.07</td>
<td>169</td>
<td>General insurance agency</td>
<td>Bill Trzesniewski</td>
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<tr>
<td>89</td>
<td>AARE</td>
<td>12526 High Bluff Road, Suite 400, San Diego 92130</td>
<td><a href="http://www.aare.org">www.aare.org</a> 858-342-9292</td>
<td>59.78</td>
<td>$4.09</td>
<td>75</td>
<td>Residential real estate brokerage</td>
<td>Gary Giffin</td>
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<tr>
<td>90</td>
<td>Verimatrix</td>
<td>6059 Cornerstone Court W, San Diego 92121</td>
<td><a href="http://www.verimatrix.com">www.verimatrix.com</a> 858-677-7800</td>
<td>58.4</td>
<td>$76.28</td>
<td>148</td>
<td>Pay-TV revenue security (telecommunications)</td>
<td>Tom Munro</td>
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<tr>
<td>94</td>
<td>Jerome's Furniture</td>
<td>16960 Messianti St, San Diego 92127</td>
<td><a href="http://www.jeromes.com">www.jeromes.com</a> 866-633-4094</td>
<td>56.39</td>
<td>$230.05</td>
<td>871</td>
<td>Retail furniture chain</td>
<td>Brian Woods</td>
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<td>95</td>
<td>Coastal Pay</td>
<td>2445 Impala Drive, Carlsbad 92010</td>
<td><a href="http://www.coastalpay.com">www.coastalpay.com</a> 888-206-1175</td>
<td>55.56</td>
<td>$2.82</td>
<td>55</td>
<td>Financial</td>
<td>Kason Tannahill</td>
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<tr>
<td>96</td>
<td>Kid Ventures</td>
<td>10760 Thornmire Road, San Diego 92127</td>
<td><a href="http://www.kidventurespay.com">www.kidventurespay.com</a> 858-207-6088</td>
<td>52.65</td>
<td>$2.13</td>
<td>46</td>
<td>Child &amp; family enrichment</td>
<td>Darren Solomon</td>
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<td>97</td>
<td>Paradigm Mechanical Corp.</td>
<td>6550 Federal Blvd., Lemon Grove 91945</td>
<td><a href="http://www.pmccontracting.com">www.pmccontracting.com</a> 619-626-1562</td>
<td>52.21</td>
<td>$8.58</td>
<td>36</td>
<td>Design and build mechanical systems</td>
<td>Melinda Dacharry</td>
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<tr>
<td>98</td>
<td>ACCESS Companies LLC</td>
<td>10548 Cool Circle Ct, Suite 110, San Diego 92108</td>
<td><a href="http://www.access-dmc.com">www.access-dmc.com</a> 619-299-2209</td>
<td>51.57</td>
<td>$30.36</td>
<td>88</td>
<td>Corporate event planning &amp; destination management</td>
<td>Christopher Lee</td>
</tr>
<tr>
<td>100</td>
<td>ACRE Investment Real Estate Services</td>
<td>515 Via De La Valle, Suite 200, Solana Beach 92075</td>
<td><a href="http://www.acremencommercial.com">www.acremencommercial.com</a> 760-944-8110</td>
<td>50.56</td>
<td>$3.1</td>
<td>1</td>
<td>Commercial real estate brokerage</td>
<td>Bill Anderson</td>
</tr>
</tbody>
</table>

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On July 13 the San Diego Business Journal hosted its 14th annual Fastest-Growing Private Companies awards celebration. This year’s event celebrated 100 dynamic organizations. Paradise Point Resort and Spa, the traditional location for this prestigious event, again provided the perfect backdrop for more than 400 guests at the exclusive invitation-only ceremonies. Companies earning a position in the rankings were acknowledged, along with special presentations to the top 10 companies. Support for the event included title sponsor Cox Business; gold sponsors AbacusNext, ICE, RSM US LLP, Kidder Mathews; bronze sponsor Torrey Pines Bank; and in association with GreenRope.
1. Derek Davis, Aidan Davis, Leesa Davis and Liam Davis, all with #8 DavisREED Construction Inc.
2. Ryan Buell and Derek Van Noy, both with #7 Sayva Solutions
3. Josh Graunke and Kendall Kuhn, both with Gold Sponsor RSM US LLP
4. Erik Jensen, Mike Varni, Colby Freer, Sarah Howell, all with #1 Griffin Funding
5. Ryan Mulvany and Kristen Mulvany, both with #3 Quiverr
6. Louis Morago and Ron Miller, both with Colliers International
7. Michael Ingram, Treasure Ingram, Peggy Lator, Ron Ingram, all with #4 Latitude 33 Brewing Co.
8. Ben Badiee, #2 Badiee Development Inc.
9. Madison Potter and Bjorn De Boer, both with Associate Sponsor GreenRope
10. Josh Hirsch, Raymon Lacy, Masha Tal, David Tal, Kelsey Green, all with #6 Agentology Inc.
11. Renee Loomis and Sean Zhao, both with #10 Tickled Teal LLC
12. Nola Jensen, Editor-in-Chief, San Diego Business Journal; Jennifer Barnes and Reb Risty, both with Pro Back Office LLC
13. Mark Read and Deanna Riem, both with Gold Sponsor Kidder Mathews
14. Dylan Whitman, #9 BVAccel
15. Justin Chaitlin, Gold Sponsor RSM US LLP
16. Chris Grassa, Bronze Sponsor Torrey Pines Bank
17. Huntley Patton, President & Publisher, San Diego Business Journal
18. Cary Nourani, Title Sponsor Cox Business
19. DeLinda Forsythe, Gold Sponsor ICE
20. Matt Stoyka and Vanessa Stoyka, both with #5 RelationEdge
21. Chuck Beretz and Ilham Ahmed, both with #5 RelationEdge
23. Diana Sisti, Rhilee Kirkpatrick, Anna Weinkam, Kalei White, all with Gold Sponsor AbacusNext

Photos by Bob Thompson, Fotowerks. Additional photos from the event are at the following link: http://fotowerkssd.smugmug.com.