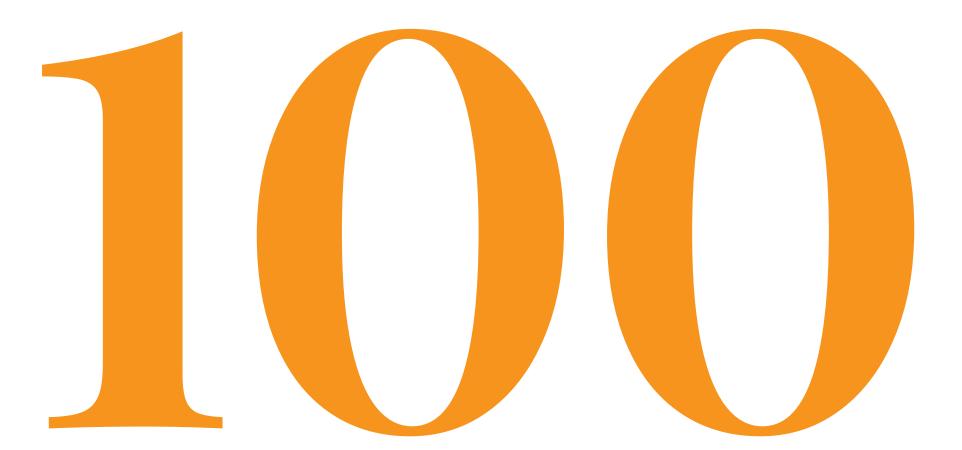


San Diego Business Journal



FASTEST-GROWING PRIVATE COMPANIES



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Letter from the Publisher



or the Fastest-Growing Private companies, it is a race: A race against time, a race against money, and a race against the competition.

The San Diego Business Journal honored 100 winners of those races on July 25 at our Fastest-Growing Private Companies Awards for 2019.

The **Bali Hai** was the venue and Shelter Island and San Diego Bay provided the stunning backdrop on a beautiful July day, perfect for celebrating and networking.

To qualify for the latest list, a company must have been established with recorded revenue for all 12 months of 2016. It must have had at least \$350,000 in revenue in each of the three years. The Business Journal then calculated percentage growth from 2016 and 2018. Companies submitted documentation

of that revenue. The Business Journal required a CPA attestation form signed by a chief financial officer, treasurer or accountant. Technology provider **Swiss Devco** took the No. 1 spot giving its hardworking team a chance to enjoy the spotlight.

One thing that stood out about the list was the variety. From kombucha (Boochcraft and Kombucha on Tap) to a firm (Scientist.com) playing matchmaker for pharma companies and CROs to a dental marketing agency (Wonderist), variety stood out. If you needed a lawyer (Tyson & Mendes), an electric truck (TransPower) or just a drink (Snake Oil Cocktail Co.), it was there. Justin Chaitin, director of business development of the San Diego office of RSM, as well as Dr. Will Tseng, M.D., president of professional staff at Kaiser Permanente San Diego, helped present the awards, as did our own publisher emeritus, Armon Mills.

Our event would not have been possible without our sponsors. Thank you to **Alaska Airlines**, **Kaiser Permanente**, **RSM** and **Green Rope**. These partners join us in congratulating all of the finalists and winners.



Barb Chodos President & Publisher



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Co.'s Innovative Services, Consulting Keep Its Customers Competitive



Photo courtesy of Bob Hoffman Video & Photography

Brian Rucker, Jesse Yarpezeshkan, Melissa Yarpezeshkan, and Tim Hatch celebrate their first place win.

■ By JESSICA KING

ith quadruple-digit gains

— 2,859.8 percent in three
years, to be exact — the
fastest growing private
company in San Diego
County is a local technology services
provider with a global reach.

"We feel very humbled, yet excited," said **John Talley**, the company's chief technology officer. "It's a huge acknowledgement of the team's hard work and dedication to the success of **Swiss Devco**."

Four Key Values

Owner and Chief Executive Officer, Melissa Yarpezeshkan, started the company in the fall of 2016. It operates based on four key values: loyalty in order to build strong relationships, being a strong advocate for technology, having the integrity to always do the right thing and finally, going above and beyond in the area of customer service.

As a global information technology and aerospace solution provider with offices in San Diego, Seattle, Tokyo, New Delhi, Brussels, Dublin, Cairo and Dubai, Swiss Devco works hard to differentiate itself.

"

We are blessed to have a team that is this dedicated, and that works hard toward the growth of the company. Swiss Devco will remain committed to our customers, but more importantly to our team that allows us to be standing here today as the fastest growing company in San Diego.

MELISSA YARPEZESHKAN CEO, SWISS DEVCO

It does this by offering no cost consulting and provides services wrapped around product sales with no cost implementation of proof of concept hardware and software, working both onsite and remotely, based on its client requirements.

It currently has 16 full-time employees, 14 being local. By comparison, Swiss Devco began with just four employees in its first year.

The company's 2018 revenue topped out at \$10,590,294 — more than four times the company's 2017 revenue of \$2,466,285, and far exceeding its 2016 revenue of \$357,800. The impressive 2,859.8 percent gain in three years easily slid Swiss Devco into the No. 1 spot on the San Diego Business Journal's 2019 list of Fastest-Growing Private Companies.

According to Talley, one reason for Swiss Devco's success is the company's ability to provide certified expert services and pre-sales consulting to ensure clients are able to meet their business objectives with constantly evolving IT and aerospace solutions

Another major key component to Swiss Devco's success is its people.

"We have a seasoned dedicated sales team and certified IT veterans with over 25 years' industry experience that have directly affected recent solution wins at three major enterprise accounts located in Seattle and San Diego," Talley said.

Looking forward, Swiss Devco is focused on not slowing down any time soon.

Swiss Devco

CEO: Melissa Yarpezeshkan

LOCATION: 7920 Arjons Drive, Suite A, San Diego, CA 92126

2018 REVENUE: \$10,590,294

2016-2018 GROWTH: +2,859.8 percent

NO. OF LOCAL EMPLOYEES: 14

WEBSITE: www.swissdevco.com

The company is focused on providing a unique brand of solution-based selling to solve business objectives for its enterprise clients on a global basis.

"Global clients have unique regional challenges and Swiss Devco is focused and positioned to be a trusted partner that will help solve their global challenges and issues," Talley said. "By focusing globally, it keeps the company from becoming complacent when each region of the world presents different and specific challenges."

THE LIST FASTEST-GROWING PRIVATE COMPANIES



Rank	Company Address Website Phone		Percent growth in revenue from 2016 - 2018	Revenue (millions): 2018 2017 2016	Local full-time employees: 2019 2018 2017	Business description	Year est.	CF0	CEO	
1	Swiss Devco 7920 Arjons Drive, Suite A, San Diego 92126 www.swissdevco.com 877-794-7750	SWISSDEVCO	2,859.84	\$10.59 \$2.47 \$0.36	14 9 4	Technology service provider	2016	James Miller	Melissa Yarpezeshkan	
2	Zebit Inc. 9530 Towne Centre Drive, Suite 200, San Diego 92121 www.zebit.com 888-848-8756	<u>Zebit</u>	2,175	\$45.5 \$21 \$2	53 48 35	Financial services & eCommerce	2015	Steve Lapin	Marc Schneider	
3	Amenity Health Inc. 8825 Rehoo Road, Suite D, San Diego 92121 www.amenityhealth.com 800-610-1607	Amenity Health	1,177.88	\$15.88 \$6.21 \$1.24	15 14 10	Medical devices	2011	Greg Bohdan	Aaron Clark	
4	Agile Six Applications Inc. 861 Harold Place, Suite 207, Chula Vista 91914 www.agile6.com 619-395-1422	agilesix	737.87	\$5.49 \$1.83 \$0.66	9 4 4	Government software contractor	2014	Ernie Ramirez	Robert Rasmussen	
5	AlphaCore Capital 875 Prospect St., Suite 315, San Diego 92037 www.alphacorecap.com 858-875-4100	A L P H A C O R E	603.37	\$2.2 \$1.86 \$0.31	11 9 6	Wealth management	2015	Kim Thomas	Richard Pfister	
6	Boochcraft 684 Anita St. F, Chula Vista 91911 www.boochcraft.com 619-781-8848	BOOCH CRAFT	518.36	\$4.14 \$1.88 \$0.67	20 12 6	Consumer packaged goods, craft beer, beverage	2016	Adam Hiner	Todd Kent	
7	XY - The Persistent Co. 1133 Columbia St., Suite 205, San Diego CA 92101 925-413-3137	XX	506.98	\$22.35 \$1.03 \$3.68	81 12 30	Technology, software, Internet of things, data	2012	Naim Abdullah	Arie Trouw	
8	Tomahawk Power 501 W. Broadway, Suite 2020, San Diego 92101 www.tomahawk-power.com 619-255-7478	TOMAHAWK	353.1	\$2.01 \$1.03 \$0.44	9 7 5	Construction equipment distribution manufacturing	2012	Peter Nora	Lawrence Nora	0
9	C Squared Social 5963 La Place Court, Suite 105 , Carlsbad 92008 www.csquaredsocial.com 858-386-7400	C ² Social.	344.47	\$2.28 \$1.09 \$0.51	24 7 4	Digital marketing/ advertising	2014	Casey Crail	Caleb Crail Cassidy Crail	6
10	Scientist.com 505 Lomas Santa Fe, Suite 110, Solana Beach 92075 www.scientist.com 858-455-1300	scientist.com	322.14	\$97.41 \$50.27 \$23.07	36 40 22	Research marketplace for biopharma industry	2007	Kris Kagan	Kevin Lustig	
11	Vessel FWP LLC 3197 Lionshead Ave., Carlsbad 92010 www.vesselbags.com 760-456-9395	VESSEL	265.87	\$4.6 \$2.78 \$1.26	10 10 9	Sports/lifestyle	2012	Jennifer Shaw	Ronnie Shaw	
12	Tickled Teal LLC 9080 Activity Road, Suite B, San Diego 92126 www.tickledteal.com 858-228-7280	Tickled	253.75	\$7.1 \$4.41 \$2.01	3 4 5	E-commerce	2014	Renee Loomis	Sean Zhao	
13	Vozzier LLC 12793 Cijon St., San Diego 92129 www.vozzier.com 619-535-9595		237.16	\$7.83 \$4.35 \$2.32	1 1 1	E-commerce	2015	Ozlem Sengul	Ozlem Sengul	
14	Tranquil Home 600 B St., Suite 300, San Diego 92101 tranquilhome.net 858-848-0881	Tranquil Home	234.97	\$0.6 \$0.6 \$0.18	2 2 2	Cleaning services	2012	Erin Zanelli	Nicola Davies	
15	Wonderist Agency 3015 St. Charles St., Suite B, San Diego 92110 www.wonderistagency.com 619-291-7073	₩ WONDERIST	228.06	\$1.78 \$0.92 \$0.54	27 13 2	Full service dental marketing agency	2014	Laura Maly	Laura Maly	
16	CIENCE 646 Valley Ave., Solana Beach 92075 www.cience.com 949-424-2906	CIENCE Sales Conversations Start Here	201.91	\$3.78 \$2.8 \$1.25	11 6 4	Business services - lead generation	2015	Albert Liong	John Girard	3
17	Tyson & Mendes 5661 La Jolla Blvd., San Diego 92037 www.tysonmendes.com 858-459-4400	TYSON & MENDES	200.47	\$40.62 \$21.24 \$13.52	135 132 75	Civil defense litigation firm	2002	Robert Torre	Robert Tyson	1
18	Storm Brain 2150 W. Washington St., Suite 104, San Diego 92110 www.stormbrain.us 619-618-0344	STORMBRAIN	162.82	\$0.92 \$0.57 \$0.35	5 2 2	Digital marketing and branding agency	2007	Robert Bennett	Leah Nolan	
19	Ignite Visibility 3770 Tansy St., Suite 100, San Diego 92121 www.ignitevisibility.com 619-752-1955	IGNITE VISIBILITY	156.95	\$9.42 \$6.33 \$3.67	67 42 29	Digital marketing	2013	Krishnan Coughran	John Lincoln	
20	Dersch Design & Engineering Inc. 4225 Executive Square, Suite 600, La Jolla 92037 www.derschdesign.com 858-768-0867	E P	148.52	\$0.96 \$0.71 \$0.39	6 4 3	Power & lighting design for renewable energy, education, military, municipal, commercial & labs	2013	Bijen Patel	Brian Dersch	
21	Whova Inc. 7310 Miramar Road, Suite 200, San Diego 92126 https://whova.com/ 858-227-0877	Whova	144.44	\$2.68 \$1.63 \$1.1	40 29 22	Software	2013	Joy Muranaga	Yuanyuan Zhou	
22	The Barrie Co. 9434 Chesapeake Drive, Suite 1208, San Diego 92123 www.thebarriecompany.com 619-838-1064	barrie+co	141.82	\$2.01 \$2.09 \$0.83	8 9 9	Project & construction management services	2015	Shawn Lantz	Elizabeth Barrie	
23	Signature Analytics 10120 Pacific Heights Blvd., Suite 110, San Diego 92121 https://signatureanalytics.com 888-284-3842	SA SIGNATURE ANALYTICS	138.36	\$11.97 \$8.22 \$5.02	59 61 32	Accounting, finance, CFO, business advisory, business strategy, outsourced services, back office	2008	Michael Yosowitz	Peter Heald	
24	Kombucha on Tap 2826 La Mirada Drive, Unit B, Vista 92081 www.kombuchaontap.net 760-208-5325	(1)	111.79	\$2.31 \$1.87 \$1.09	13 9 5	Beverage distribution	2014	Deanne Gustafson	Jared Gustafson	
25	Billy Gene is Marketing Inc. 1133 Columbia St., Suite 102, San Diego 92101 www.billygeneismarketing.com 1-866-436-3487	BILLY GENE IS MARKETING INC.	105.42	\$7.91 \$5.87 \$3.85	28 24 27	Digital marketing, education, training	2015	Daniel Flores	Billy Shaw	1



Credit This Co. With Creating a Win-Win Situation With Its Underbanked Customers

■ By JESSICA KING

he second fastest-growing private company in San Diego County is a financial services and e-commerce company that has seen its revenues grow 2,175 percent in the past three years.

Zebit Inc. offers no interest credit to subprime consumers so they can buy what they need at competitive prices and pay over 6 months without any interest or penalties. Currently, customers shop from 80 popular brands, from hair care to electronics, with Zebit making most of its money from how it sources and sells products.

Zebit's 2018 revenue topped out at \$45.5 million — more than doubling the company's 2017 revenue of \$21 million, and nearly 23 times as much as its 2016 revenue of \$2 million. The growth comfortably landed Zebit on the **San Diego Business Journal**'s 2019 list of Fastest-Growing Private Companies.

The 4-year-old Zebit was previously affiliated with San Diego financial services company **Global Analytics**, but that affiliation has ceased and Zebit is now a separate entity. It was after working with Global Analytics and a number of private equity firms that **Marc Schneider**, now Zebit's chief executive officer, decided to co-found the company in 2015 as a way to level the playing field for underbanked customers.

Schneider himself can relate to Zebit customers because he grew up supporting



Photo courtesy of Zebit Inc.

Seen in Zebit's office are Sarah Downey, foreground, Alex Marrow, left, Brando Cruz, JC Boissy and Colby Ross.

"

We owe our success to our loyal customers and our hardworking employees.

STEVE LAPIN CFO, ZEBIT INC.

his mom and working the night-shift at a **Coca Cola** plant. He previously told the San Diego Business Journal that the idea of having no one to turn to and taking out loans stuck with him as unfair.

"We were founded with the mission of giving credit-limited consumers a fair deal to buy what they need and spread their payments over time," Schneider said. "When we started a couple of years ago, we had high growth aspirations. It's pretty incredible what the team has achieved in a brief period of time.

"I am very proud of the amazing accomplishments we have done and what we will continue to do in the future," Schneider said.

Customers Rank Zebit

A key component of the company's success has to do with customer satisfaction, according to Schneider.

"In short, we have great customers that buy and keep buying while referring other customers to us without any incentive," Schneider said. "We have an 80 NPS score." score, or net promoter score, gauges the loyalty of a company's customers. An

An NPS

a company's customers. An 80 NPS is considered exceptional by most

Centre Drive, Suite 200, San Diego, 92121

2018 REVENUE:
\$45,500,000

2016-2018 GROWTH:

industries.

Another factor in Zebit's

+2,175 percent

NO. OF LOCAL

EMPLOYEES: 53

most recent successes is the 63 employees

EMPLOYEES: 53

WEBSITE: www.zebit.com

who work for

the company at its San Diego headquarters.

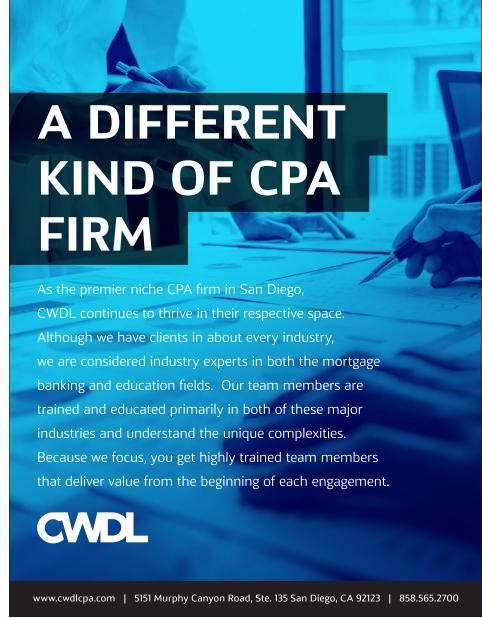
"Everything we have done is because of the quality of people we hire who care about the mission and put the customer first," Schneider said.

Planning for Possible IPO

Looking ahead to the future, Zebit is not expected to slow down its growth and may, in fact, go public.

"We plan to do over \$100 million in sales this year and \$250 million in sales next year when we turn profitable," Schneider said. "After that, we will position the company to do an IPO and expand further."





THE LIST FASTEST-GROWING PRIVATE COMPANIES | NEXT WEEK'S LIST Biomedical & Diagnostics



Rank	Company Address Website Phone		Percent growth in revenue from 2016 - 2018	Revenue (millions): 2018 2017 2016	Local full-time employees: 2019 2018 2017	Business description	Year est. locally	CFO	CEO	
26	OneTrust Home Loans 3131 Camino Del Rio N., Suite 1680, San Diego 92108 www.onetrusthomeloans.com 888-488-3807	OneTrust	103.27	\$51.78 \$42.77 \$25.47	61 75 70	Financial services	2013	Michele Long	Josh Erskine	
27	Robolink 5677 Oberlin Drive, Suite 100, San Diego 92121 www.robolink.com 858-876-5123	ROBE	102.89	\$1.47 \$1.21 \$0.72	7 5 4	Education, tech toy manufacturing, private education	2012	Hansol Hong	Hansol Hong	
28	World Amenities Inc. 8260 Camino Santa Fe, Suite A, San Diego 92121 www.worldamenities.com 619-2767660	WA WORLD amenities.	97.44	\$1.51 \$1.4 \$0.77	8 7 5	Bathroom amenities to hospitality	2014	Tiffany Cibulka	Paul Hodge	
29	Avritek 650 Gateway Center Way, Suite I, San Diego 92102 www.avritek.com 858-715-0950	O avritek	97.12	\$1.72 \$1.09 \$0.87	7 5 4	IT asset disposition services	2004	Ed Pletner	Ed Pletner	
30	Latitude 33 Brewing Co. 1430 Vantage Court, Suite 104, Vista 92081 www.latitude33brewing.com 760-201-5400	LATITUDE (333°)	93.83	\$5 \$3.52 \$2.58	27 26 20	Beer manufacturing	2011	Paul Pelligrino	Michael Ingram	0
31	Noble Street Advisors LLC 5860 El Camino Real, Suite 100, Carlsbad 92008 www.noblestreet.net 760-453-0886	NOBLE STREET Advisors	89.98	\$3.14 \$2.14 \$1.65	27 20 15	Real estate accounting and technology	2014	Gary Gagne	Jim Hibbert	3
32	ACRE Investment Real Estate Services 514 Via De La Valle, Suite 200, Solana Beach 92075 www.acrecommercial.com 760-944-9110	ERE Internal Ral Late Server	87.69	\$5.78 \$4.08 \$3.08	20 21 18	Real estate broker	2009	Craig Stewart	Bill Anderson	
33	Merlin Global - Now AEVEX 380 Stevens Ave., Suite 305, Solana Beach 92075 http://www.aevex.com 858-704-4125	M ERLI N	86.22	\$52.7 \$40.9 \$28.3	274 177 164	Aerospace & defense	2016	Edward Lake	Brian Raduenz	
34	Veyo LLC 4875 Eastgate Mall, Suite 200, San Diego 92121 www.veyo.com 877-239-0981	veyo	85.62	\$182.64 \$129.85 \$98.39	104 95 110	Health care, patient transportation	2015	Tony Nichols	Josh Komenda	
35	CDM Technology 2002 Jimmy Durante, Suite 136, Del Mar 92014 www.cdmtechnology.com 858-461-0206	<u>CDM</u>	84.34	\$3.11 \$2.44 \$1.69	5 5 5	IT consulting, contracting, and professional search services	2013	Chip Murphy	Chip Murphy	
36	Shore Solutions Inc. 1120 Bay Blvd., Suite E, Chula Vista 91911 www.shoresolutions.com 619-434-2775	SHORE SOLUTIONS 1520 HAR O OUR PRINCES ARE ALWAYS MISSION PRADY	83.58	\$15.99 \$12.18 \$8.71	15 18 15	Government contractor/reseller	2011	Caleb Grauberger	Elizabeth Banker	
37	Mirus Promotions Inc. 2831 Camino Del Rio South, Suite 203, San Diego 92108 www.miruspromotions.com 855-786-7734	mirus promotions	82.53	\$1.04 \$1.08 \$0.57	11 11 4	Experiential marketing firm	2009	Brent Gastineau	Julie Seal-Gaustad	
38	Erickson-Hall Construction Co. 500 Corporate Drive,	Brickee Hall Comprehens As Engineer Owner Company	80.83	\$175.53 \$128.32 \$97.07	88 91 90	Construction	1998	David Jeffrey	David Erickson	
39	1501 India St., Suite 103-60, San Diego 92101 www.gsmiweb.com 888-409-4418		77.81	\$9.03 \$7.17 \$5.08	9 11 8	Executive education	2008	Luke Vinci	Byron Mignanelli	
40	Sayva Solutions 3636 Nobel Drive, Suite 400, San Diego 92122 www.sayvasolutions.com 858-242-5676	SAYVA	77.43	\$10.24 \$7.55 \$5.77	36 21 14	Accounting, finance, technology, consulting/recruiting firm Digital agency—core	2013	Chollada Diener	Ryan Buell	
41	Motionstrand 1215 Pacific Oaks Place, Suite 101, Escondido 92029 www.motionstrand.com 760-489-7800	motionstrand	76.27	\$7.14 \$4.81 \$4.05	31 22 21	services span brand strategy, storytelling, medical content, & technology	2001	E. Bjorn Jensen	Stefan Jensen	8
42	HNM Systems Inc. 505 Lomas Sante Fe, Suite 150, Solana Beach 92075 www.hnmsystems.com 619-573-6927	SYSTEMS, INC.	71.88	\$8.32 \$8.44 \$4.84	10 10 8	Emerging technology, & ICT staffing solutions	2011	Allyson Gonzales	Heather Moyer	6
43	Concierge Cleaning Services 237 A St., Suite 45563, San Diego 92101 www.conciergeclean.com 858-248-0909	CONCIERGE CLEANING SERVICES	71.56	\$2.79 \$2.14 \$1.62	75 67 49	Commercial cleaning & janitorial services	2013	Jeffrey Niles	Jeffrey Niles	The Carry
44	OptiFuse 1675 Pioneer Way, Suite C, El Cajon 92020 www.optifuse.com 619-593-5050	OPTIFUSE	71.07	\$5.16 \$3.87 \$3.02	17 14 13	Manufacturing	2000	Xinyi Li	Jim Kalb	
45	Titan Growth 10907 Technology Place, San Diego 92127 www.titangrowth.com 800-658-7511	GROWTH	68.14	\$10.04 \$8.16 \$5.97	44 44 32	Digital marketing	2004	Daniel Shepherd	Daniel Shepherd	
46	Precision Measurement Engineering 1487 Poinsettia Ave., Suite 129, Vista 92081 www.pme.com 760-727-0300	PME	66.84	\$2.01 \$1.64 \$1.21	12 11 10	Product design, software design, manufacturing	1985	Erik Elliott	Kristin Elliott	
47	New Venture Escrow 3131 Camino Del Rio North, Suite 410, San Diego 92108 www.newventureescrow.com 619-327-2288	NEW VENTURE — ESCROW—	66.57	\$6.37 \$5.18 \$3.82	41 38 33	Escrow real estate	2011	Nicole Gillet	Casey LeBlanc	8
48	Spectrum Assembly Inc. (SAI) 6300 Yarrow Drive, Suite 100, Carlsbad 92011 www.saicorp.com 760-930-4000	sai	64.09	\$19.04 \$16.32 \$11.6	140 125 119	Contract manufacturing: PCBAs, custom cables, mechanical assembly	1993	Ken Van Riper	Ronald Topp	
49	Coastal Payroll 9350 Waxie Way, Suite 110, San Diego 92123 www.coastalpayroll.com 858-565-2123	© Coastal Payroll	64.01	\$8.3 \$6.53 \$5.06	51 42 31	Provides a full range of human resource management services throughout Southern California	2007	Craig Coleman	Jonathan Gallagher	
50	CWDL CPAs 5151 Murphy Canyon Road, Suite 135, San Diego 92123 www.cwdlcpa.com 858-565-2700	CWDL CERTIFIED PUBLIC ACCOUNTANTS	63.68	\$2.91 \$2.11 \$1.78	17 11 13	CPA, consulting, tax, audit, accounting	2013	Ben Leavitt	Mark Wilson	
Sources: 1	The companies and their CPA attestation letters.			th	at it is not profitable a	nd still growing. A number of o	companies return	ed surveys but did not rank i	n the top 100 for the list.	

Sources: The companies and their CPA attestation letters.

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 2016. 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.

Due to rounding off, some growth percentages appear to be incorrect.

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



Medical Device Co. Has Good Days When Its Customers Have Good Nights

■ By JESSICA KING

With a 1,177.9 percent growth rate in the past three years, San Diego County's third fastest growing private company is in the business of helping people feel better, a lot of people.

Amenity Health is a medical device company that caters to people suffering from nighttime acid reflux and other conditions that affect sleep.

"Our MedCline products provide safe and effective relief from heartburn and GERD (gastroesophageal reflux desease), shoulder pain, and sleep apnea," said Chief Executive Officer Aaron Clark, referring to the MedCline pillow system that supports users' bodies in such a way as to provide relief from acid reflux.

Amenity Health's 2018 revenue topped out at \$15,884,000 — more than double the company's 2017 revenue of \$6,208,000, and more than 12 times as much as its 2016 revenue of \$1,243,000. The company's growth rate secured it the No. 3 spot on the **San Diego Business Journal**'s 2019 Fastest-Growing Private Companies list.

"We feel honored to be recognized among San Diego's fastest growing companies and be part of this great community," Clark said, on behalf of himself and the rest of Amenity's 10 full-time employees in San Diego.

Clark, who co-founded the company in 2011 alongside retired physician and former UC San Diego medical professor Carl Melcher, attributes Amenity Health's recent successes to four things.

He said first, Amenity has a "world-class

solution to a massive health problem." Second, Clark points to recent studies linking heartburn medications to serious side effects driving the need for alternatives to such treatments.

The third reason is the company's dedicated, focused, and passionate team. The fourth reason, according to Clark, is Amenity's patient investors.

Reaching the Market

Another, even more specific contributor to Amenity's growth this past year has to do with more than 30 million Americans being in need.

"Gastroesophageal reflux disease affects over 30 million people in the United

Amenity Health Inc.

CEO: Aaron Clark
LOCATION: 8825 Rehco
Road, Suite D,

San Diego, 92121 **2018 REVENUE:**

\$15,884,000 **2016–2018 GROWTH:**

+1,177.9 percent NO. OF LOCAL EMPLOYEES: 10

WEBSITE:

www.amenityhealth.com



Photo courtesy of Amenity Health

Aaron Clark is CEO of Amenity Health.

"

I'm gratefull for all my employees and thank them for their hard work and dedication, sleepless nights and countless hours.

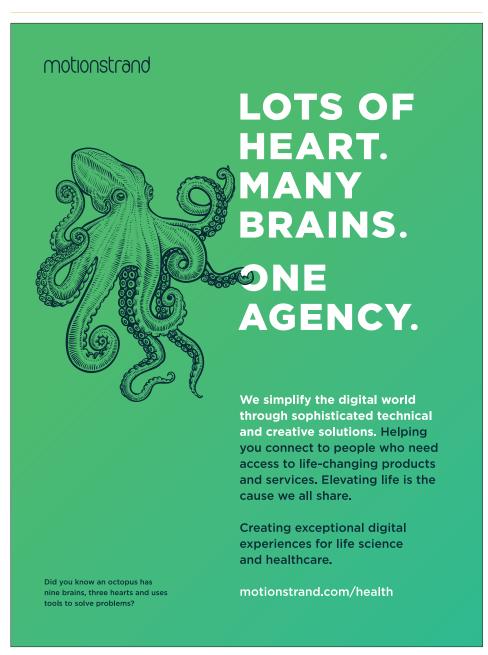
AARON CLARK CEO, AMENITY HEALTH INC.

States," Clark said. "Diversification of our marketing channels allowed us to reach more of this massive market."

Even after selling more 100,000 units of its product, Amenity has only addressed the needs of 0.1 percent of its market, according to Clark.

"We will continue to expand our reach and access to our products so that millions more can sleep better, feel better, and live better," he said.

To ensure the company won't grow complacent or rest on its laurels, Clark said, "We strive each day to optimize performance across all areas of our business."





THE LIST FASTEST-GROWING PRIVATE COMPANIES ► NEXT WEEK'S LIST Biomedical & Diagnostics

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51	Cart Mart Inc. 237 S. Bent Ave., San Marcos 92078 www.cartmart.com 760-744-4420	CART. AART CARTS, PARTS & SERVICE SINCE 1959	63.28	\$21.95 \$16.02 \$13.44	94 89 62	Golf & commercial vehicle dealership	1972	Nancy Pratt	Brian Rott	6
52	Traveltrust 374 N. Coast Highway , Encinitas 92024 www.traveltrust.com 760-635-1700	# TRAVELTRUST	59.17	\$2.56 \$2.13 \$1.61	39 33 30	Travel management company	1983	Nicole Young	Richard Meyerson	
53	TransPower 2415 Auto Park Way, Escondido 92029 www.transpowerusa.com 760-294-8037	TransPower.	59.1	\$13.9 \$9.44 \$8.74	73 46 39	Clean technology	2010	Brandon Sykora	Michael Simon	3
54	Cali Bamboo 6675 Mesa Ridge Road, San Diego 92121 www.calibamboo.com 888-788-2254	Cali Bamboo	57.87	\$131.81 \$101.06 \$83.49	133 110 102	Building materials manufacturer & supplier	2004	Kevin O'Hare	Doug Jackson	3
55	Premierehire, Executive Search & Staffing 2385 Camino Vida Roble, Suite 114, Carlsbad 92011 www.premierehire.com 760-579-0248	*Premierehire* Deceute Search & Starfing	57.03	\$3.33 \$2.47 \$2.12	7 8 6	Engineering, technical, manufacturing,accounting, HR, administration, customer service, inside sales	2012	Leanne Abraham	Leanne Abraham	
56	Bop Design 610 W. Ash St., Suite 706, San Diego 92101 www.bopdesign.com 619-330-0730	BOP DESIGN ®	56.95	\$1.82 \$1.43 \$1.16	11 9 9	B2B marketing agency	2009	Katie Sterling	Kara Jensen	
57	Welcome to San Diego Real Estate 875 G St., Suite 108, San Diego 92101 www.welcometosandiego.com 619-618-2264	WELCOME TO SAN DIEGO REAL ESTATE	56.52	\$2.57 \$2.43 \$1.64	4 5 2	Residential real estate	2010	Heather Dannecker	Chad Dannecker	
58	National Funding 9820 Towne Centre Drive, Suite 200, San Diego 92121 www.nationalfunding.com 888-733-2383	National Funding	56.13	\$121.28 \$94.5 \$77.67	239 210 188	Fintech services, small business lending, working capital, equipment financing	1999	Robert Sweeney	David Gilbert	8
59	Gemini Finance Corp. 1075 Valleyside Lane, Encinitas 92024 www.geminifinancecorp.com 858-480-2828	GEMINI FINANCE CORP	53.33	\$2.09 \$1.84 \$1.36	4 3 3	Specialty finance, non- bank lending	2012		Steven Winters	0
60	Bird Rock Systems 9645 Scranton Road, Suite 160, San Diego 92121 www.birdrockusa.com 858-777-1617	BIRD ROCK	48.92	\$15.43 \$15.98 \$10.36	19 16 14	Information technology	2004	Jim Matteo	Jim Matteo	
61	Gotuwired Inc. 663 S. Rancho Santa Fe Road, Suite 126, San Marcos 92078 www.gotuwired.com 858-999-2031	GOTUWIRED.	47.48	\$2.42 \$2.28 \$1.64	17 16 13	Audio/video, security & cabling	2009	Joel Chamian	A.J. Bajaj	3
62	The Cydio Group Inc. 591 Camino de la Reina, Suite 1150, San Diego 92108 www.cydio.com 619-573-4848	THECYDIOGROUP	47.11	\$18.54 \$16.01 \$12.6	120 120 100	IT staffing	2006	Kimberly Sitz	Curt Sterling	
63	FieldLogix 5405 Morehouse Drive, Suite 100, San Diego 92121 www.fieldlogix.com 888-803-0200	FieldLogix	46.98	\$1.09 \$0.62 \$0.74	5 3 3	Software, IoT, telematics, mobile applications	2002	Yukon Palmer	Yukon Palmer	
64	Boutique Recruiting 591 Camino de la Reina, Suite 1020, San Diego 92108 www.boutiquerecruiting.com 858-800-4935	BOUTIQUE recruiting	45.55	\$3.32 \$2.34 \$2.28	50 50 25	Recruiting firm	2014	Leonel Burrola	Innesa Burrola	
65	Visual Communications Company LLC 2173 Salk Ave., Suite 175, Carlsbad 92008 www.vcclite.com 858-386-5666	∇	44.62	\$17.07 \$12.78 \$11.8	218 200 117	Electronic component manufacturer	1980	Lee Wilcox	Andrew Zanelli	
66	eMolecules Inc. 11025 N. Torrey Pines Road, Suite 140, La Jolla 92037 www.emolecules.com 858-764-1941	e Molecules	41.23	\$27.3 \$22.45 \$19.33	35 32 22	Life sciences	2007	Michelle Talarico	Niko Gubernator	2=
67	Component Surfaces Inc. 11880 Community Road, Poway 92064 www.electrolessgold.com 858-513-3656	COMPONENT SURFACE	40.45	\$3.84 \$2.59 \$2.73	37 35 31	Manufacturing	2004	Susan Busby	David Shields	
68	Gafcon Inc. 5690 Cornerstone Court W., Suite 100, San Diego 92121 www.gafcon.com 858-875-0010	📦 gafcon	39.47	\$30.97 \$23.3 \$22.2	140 121 122	Construction project management and technology consulting	1987	Jim Baum	Yehudi Gaffen	75
69	Snake Oil Cocktail Co. 1735 Hancock St., San Diego 92101 www.snakeoilcocktail.com 858-754-9173	SNAKE OIL COCKTAIL CO.	36.15	\$2.17 \$1.81 \$1.6	14 9 7	Beverage catering, hospitality, events	2019	Michael Esposito	Michael Esposito	
70	Web Shop Manager 3760 Convoy St., Suite 340, San Diego 92111 www.webshopmanager.com 619-278-0872	WEBSHOP	36.11	\$3.3 \$2.83 \$2.42	23 23 20	E-commerce software	2003	Dale Payton-Engle	Dana Nevins	3
71	IU Group 10650 Treena St., San Diego 92131 www.interpreters.com 800-726-9891	iu group	34.18	\$14.83 \$12.05 \$11.05	34 29 14	Language service provider	1970	Sayed Ali	Sayed Ali	
72	Environmental Lights 11235 W. Bernardo Court, Suite 102, San Diego 92127 www.environmentallights.com 858-521-0233	Environmental Lights"	33.6	\$27.06 \$29.71 \$20.26	55 52 45	LED lighting supplier	2006	Daniel Asbaty	Jamison Day	
73	Rowling & Associates 8889 Rio San Diego Drive, Suite 202, San Diego 92108 www.rowling.com 619-295-0200	Rowling	33.19	\$3.29 \$2.91 \$2.47	13 10 9	Financial services	1987	Sheryl Rowling	Sheryl Rowling	(3)
74	INDUS Technology Inc. 2243 San Diego Ave., Suite 200, San Diego 92110 www.industechnology.com 619-299-2555	INDUS TECHNOLOGY, INC	31.89	\$38.96 \$35.5 \$29.54	162 114 106	Contractor to the Department of Defense	1991	Rebecca Spane	Eric MacGregor	66
75	Host Healthcare Inc. 4225 Executive Square, Suite 1500, La Jolla 92037 www.hosthealthcare.com 800-585-1299	HOST	31.55	\$35.39 \$34.29 \$26.9	70 60 55	Staffing	2012	Janeyce Ice	Adam Francis	3

Agile Six Is on a Mission to Make Govt. Services Digitally Accessible, User-Friendly

■ By JESSICA KING

South Bay government software contractor founded in 2014 is San Diego County's fourth fastest growing private company.

Agile Six Applications Inc. is a service-disabled, veteran-owned small business with 2018 revenue of \$5,493,780. That is up from \$1,831,156 in 2017 and \$655,684 in 2016.

Co-founder and Chief Executive Officer Robert Rasmussen said Agile Six is a full-spectrum digital services company that combines digital government modernization, product delivery, and human-centered design. It has about 40 employees working in several federal projects, most prominently at the Veteran Affairs offices and Centers for Medicare and Medicaid Services.

"We help federal agencies modernize the digital experience with citizens," Rasmussen said. "In some cases, this is software development projects and in others it is design or educational services."

Rasmussen finds the company's fourth place spot on the San Diego Business Journal's 2019 Fastest-Growing Private Companies list validation for both Agile Six Applications' partners and employees.

CivicTech Movement

"For our partners, this is a validation of the hard years we have invested in the



Photo courtesy of Agile Six Applications

The Agile Six staff on an outing to the USS Midway Museum. Agile Six is veteran owned.

This award is a tremendous validation of our mission and our staff. Our clients serve some of our nation's most valuable and vulnerable beneficiaries (e.g. veterans and patients). Because we do not build defense systems, we are not well known in San Diego. But as proud San Diegans and Californians, it's nice to get a little acknowledgement here at home.

ROBERT RASMUSSEN CEO, AGILE SIX APPLICATIONS

idea of Agile Six and the commitment we made to giving our careers to a movement,"

Rasmussen said, referring to the CivicTech movement, which is about creating better federal experiences.

"For our employees, this is the result of their amazing hard work, resilience, and talent," Rasmussen said. "We have brought a lot of new talent into this space, many of whom have answered a 'call of duty' to work in the federal space — where things are often thankless and demanding — because they also want to make a difference."

According to Rasmussen, growth within Agile Six has been consistent from the very start of the company's 2014 launch.

insures funds up to \$250,000.

"I would credit (our) growth with the important vision and demand for better

federal IT investments and better citizen experiences," Rasmussen said. "This inertia was certainly created intentionally by the former Obama administration with the creation of the USDS (United States Digital Service) the aftermath of the

healthcare.gov

Agile Six Applications Inc.

CEO: Robert Rasmussen **LOCATION:** 861 Harold Place, Suite 207, Chula Vista. CA 91914

2018 REVENUE: \$5,493,780

2016-2018 GROWTH: +737.9 percent

NO. OF LOCAL EMPLOYEES: 40

www.agile6.com

challenges."
Additionally, "in the early years of this movement, we were somewhat insecure that this movement would persist, in the wake of administration shift in 2017, we were even more concerned," Rasmussen said. "Fortunately, the work and inertia continues and as federal (software) initiatives like USDS, 18F and the PIF program are under more pressure."

Resting on the laurels of this year's reward is not an option for Rasmussen.

"We continue to live out the idea that profit is a byproduct of purpose and so we keep chasing that purpose," he said.

How digital banks can better manage your business finances

Consider this typical scenario:

John owns a growing property management business, and finances are his first priority. Every year, he's baffled to be losing hundreds of dollars in fees that pop up when least expected. Frustrated, but unsure of his options, John feels trapped with his inefficient, impersonal bank.

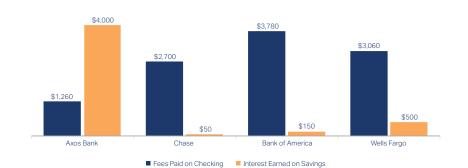
America's biggest banks, such as Chase, Bank of America, and Wells Fargo, often charge excessive fees to offset the steep overhead costs required to run their branches. With digital banks like Axos Bank, however, small business owners have a better alternative

Lower overhead means fewer fees. Because they operate online, digital banks aren't weighed down by the typical overhead costs associated with branches, and they don't have to nickel and dime customers to cover them. For example, a Basic Business Checking Account with Axos has no monthly maintenance fee, provides 200 free transactions per month (and only \$0.30 per transaction thereafter), and offers outgoing wire transfers for only \$15.

It also means higher returns. Traditional banks are infamous for terrible returns, offering an average of just 0.10% annual percentage yield (APY). Axos Bank, on the other hand, offers 0.80% APY on Business Savings and Money Market accounts, and 1.06% APY on Business Premium Savings.

Innovative technology means better support. Because digital banks do not have branches, they find other convenient, creative ways to connect with customers. At Axos Bank, dedicated customer support comes standard for everyone. Friendly relationship managers are available to work closely with each customer until all needs are resolved, and after-hours support is always available, too.

Let's imagine an average year for John's business. He sends 12 and receives 48 domestic wires, and processes 500 transactions per month; he maintains an average daily balance of \$50,000 in checking and an average of \$500,000 in savings. John is concerned that his reserve funds might not be fully insured unless he divides them up among several banks, as the Federal Deposit Insurance Corporation (FDIC) only



By switching to Axos, he will save over \$1,400 annually on business checking services, and will see \$4,000 in annual savings returns. He is also reassured by Axos Bank's Insured Cash Sweep program, which provides him insurance on the entire balance of his accounts, even if his balance exceeds \$250,000.

Ready to make the switch? Call Axos Bank at 844-205-0250 to speak to a relationship manager, or visit us at www.axosbank.com/sd-business-journal to learn more.

Bank products and services are offered by Axos Bank[®]. All deposit accounts through Axos Bank brands are FDIC insured through Axos Bank. All deposit accounts of the same ownership and/or vesting held at Axos Bank are combined and insured under the same FDIC Certificate 35546. All deposit accounts through Axos Bank brands are not separately insured by the FDIC from other deposit accounts held with the same ownership and/or vesting at Axos Bank. For more information, go to axosbank.com/legal/fdic-notice.

The checking and savings account data contained in this advertisement is from the respective company websites as of 5/2/19.



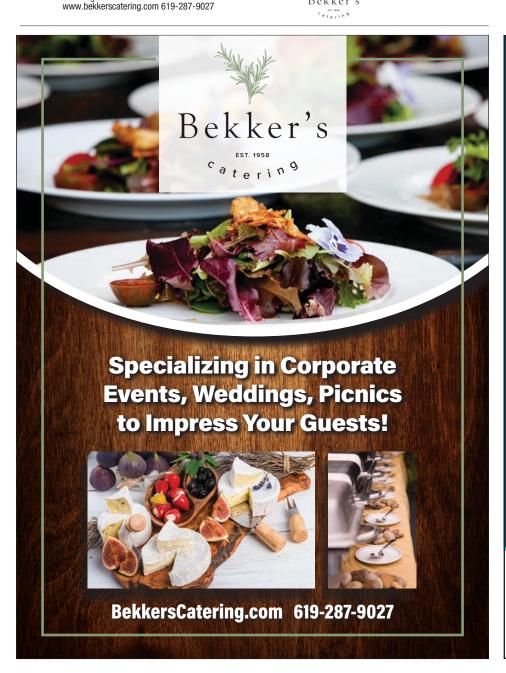


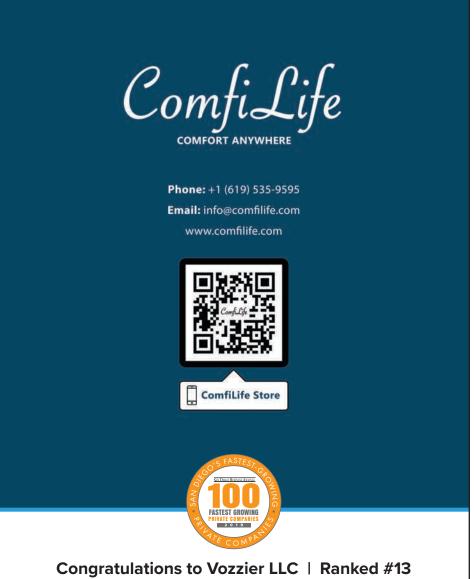
THE LIST

FASTEST-GROWING PRIVATE COMPANIES



Rank	Company Address Website Phone		Percent growth in revenue from 2016 - 2018	Revenue (millions): 2018 2017 2016	Local full-time employees: 2019 2018 2017	Business description	Year est. locally	CFO	CEO	
76	Ingenium 2280 Micro Place, Escondido 92029 www.pureingenium.com 760-745-8780	genium ^o Waste In. Green Out.	31.49	\$19.75 \$15.97 \$15.02	37 39 39	Hazardous waste management providers	2006	Gary Lundstedt	Heather Johnson	
77	Castle Breckenridge Management Inc. 5185 Comanche Drive, Suite D, La Mesa 91942 www.cbmgmt.com 619-697-3191	CASTLE BRECKENRIDGE BETTER MANAGEMENT · BETTER LIVING	30.68	\$3.18 \$2.73 \$2.43	58 52 44	HOA, condo, mobile- home property management	1991	Marquis Huntsman	John Kalas	3
78	Color Card Administrator Inc. 7898 Ostrow St., Suite E, San Diego 92111 www.colorcardadministrator.com 858-292-7583	Color Card Administrator Online Business Card Design & Hanagement Systems	29.98	\$1.05 \$0.95 \$0.81	5 5 5	E-commerce	2002	Keith Harris	Gayle Hawks	
79	Superior Print and Exhibit 9030 Kenamar Drive, Suite 307, San Diego 92122 www.superiorprintandehxibit.com 858-271-7446	SUPERIOR PRINTAM EXHIBIT	29.84	\$2.02 \$1.45 \$1.56	5 5 4	Signs, displays & graphic installation	2012	Katharyn Zievers	Robert Zievers	3
80	3 Blind Mice Window Coverings Inc. 6150 Lusk Blvd., Suite B103, San Diego 92121 www.3blindmiceusa.com 858-452-6100	3 BLIND MICE	29.82	\$7.96 \$6.95 \$6.13	24 21 19	Retail sales and installation of window coverings	2003	Katie LoPilato	Scot Dietz	(A)
81	ACTenviro 2010 Mission Road, Escondido 92029 www.actenviro.com 760-489-5600	ACT	28.5	\$82.88 \$70.11 \$64.49	377 371 307	Environmental services	2000	Tyler Kopet	Walter Singer	1
82	Mortgage Capital Trading Inc. 406 Ninth Ave., Suite 211, Carlsbad 92101 www.mct-trading.com 619-534-1597	MCT Mortgage Capital TRADING	26.87	\$19.21 \$18.27 \$15.14	93 93 87	Secondary market services and software	2001	Pamela Manley	Curtis Richins	
83	ttcInnovations 3281 Avenida De Sueno, Carlsbad 92009 www.ttcinnovations.com 913-268-4400	innovations	26.8	\$5.47 \$4.84 \$4.31	4 2 2	Outsource training development	2009	Debbie Wooldridge	Debbie Wooldridge	(E)
84	Intelligence Driven Advisers 6128 Innovation Way, Carlsbad 92009 www.idawealth.com 760-707-5555	Intelligence Driven Advisers	26.57	\$3.21 \$2.68 \$2.53	21 15 12	Wealth management	2009	Jordie Czapinski	Jason Labrum	
85	Elum Designs Inc. 8969 Kenamar Drive, Suite 113, San Diego 92121 https://www.elumdesigns.com/ 858-650-3586	elūm₀	25.82	\$6.84 \$6.53 \$5.43	27 27 28	Custom stationery & lifestyle products	2001	Jouissance-Nicole Ysrael	Bradley Foster	(3)
86	TATEEDA P.O. Box 910833, San Diego 922191 tateeda.com 858-353-0780	□TAT€∋DA	23.27	\$1.45 \$1.35 \$1.18	3 3 2	Custom software, outsourcing, outsaffing, software testing	2013	Elvira Issaeva	Viacheslav Khristich	9
87	Bekker's Catering 7455 Mission Gorge Road, San Diego 92120 www.bekkerscatering.com 619-287-9027	Bekker's	23.16	\$4.34 \$3.59 \$3.53	20 40 35	Catering	1958	Jennifer Worm	Olga Worm	





San Diego's Fastest Growing Private Companies 2019

AlphaCore

CEO: Dick Pfister

LOCATION: 875 Prospect

San Diego, CA 92037

2016-2018 GROWTH:

www.alphacorecap.com

Capital

St., Suite 315,

\$2.204.795

2018 REVENUE:

+603.4 percent

NO. OF LOCAL

EMPLOYEES: 11

WEBSITE:



Wealth Advisory Co. Combines Tech, Team for Winning Lineup

■ By JESSICA KING

ounding out the top 5 fastest-growing private companies in San Diego County is a wealth advisory firm providing its clients with traditional wealth advisory services coupled with a unique approach to risk analysis

and asset allocation.

AlphaCore Capital saw its 2018 revenue top out at \$2,204,795. That's an improvement from \$1,859,908 in 2017 and \$313,463 in 2016.

Chief Executive Officer and President **Dick Pfister** said that the company's portfolio allocation philosophy strives to participate in the market upside while also protecting on the downside.

"We have an expertise in allocating to various types of alternative investment strategies that we believe are critical components to a well-diversified portfolio," Pfister said. "We utilize a thoughtful, collaborative approach and uncompromising integrity

It is a testament to our team's commitment and hard work.

DICK PFISTER CEO, ALPHACORE CAPITAL

when we create tailored services to meet the needs of individual and institutional

Dealing With Risk, Delivering Reward

"We help not only with wealth accumulation but also wealth protection and give guidance on their (clients) philanthropic endeavors," he said.

Though currently at 11 full-time team members, Alpha Core Capital plans on adding a few more hires in the coming months.

Landing the No. 5 spot on the San Diego Business Journal's 2019 list of Fastest-Growing Private Companies is an honor, Pfister said.

"It is a testament to our team's commitment and hard work," Pfister said. "We put our client's interests first and it is exciting to witness this hard work paying off. Making this list is further evidence that we have an innovative approach to wealth management, and that the market has been receptive to this differentiated philosophy.

Contributing factors to AlphaCore Capital's growth this past year include its people.

"While our wealth advisory method and proprietary financial technology have been



Photo courtesy of AlphaCore Capital

The AlphaCore capital team includes Carl Adams, left, Tonya Dupree, Johann Lee, Dick Pfister, Tricia Zehr, Melissa Silverthorn, Brett Hughes, Conor Rood and Kirk Strawn, seated.

a big part of our growth story, the addition of high quality team members this past year has proven to be our force multiplier," Pfister said. "Our team members are passionate about what we do for our clients and in return those clients have become fans of AlphaCore and referred their friends."

In addition to making the list, AlphaCore Capital celebrated its fourth anniversary this year.

Building the Brand

"We have spent the past four years building our reputation in the investor community and this brand building is beginning to show large dividends," Pfister said.

Beyond the team members themselves, the team culture at AlphaCore also has played a role in the company's growth. This includes company-sponsored professional development and ongoing education.

"One of the most important components

of our success is our vibrant team culture," Pfister said. "... Each team member brings their own unique experience, strengths, and perspectives, which is extremely valuable when planning for our clients and firm's future growth. We have a mentality to stay ahead of the curve and are eager to improve ourselves in what we do every day."

Moving ahead, adaptation to the ever-changing financial services industry will be crucial, Pfister said.

"One of the reasons AlphaCore was founded was to serve clients in an effective and comprehensive way through the use of financial technology and institutional quality asset allocation not typically offered to individual investors," Pfister said. "In order to execute on our promise to our clients, we plan on adding new staff, expanding our investment platform, and refining our operational and compliance efficiencies.'

San Diego Business Journal



Congratulations to all of the 2019 **Fastest-Growing Private Companies!**









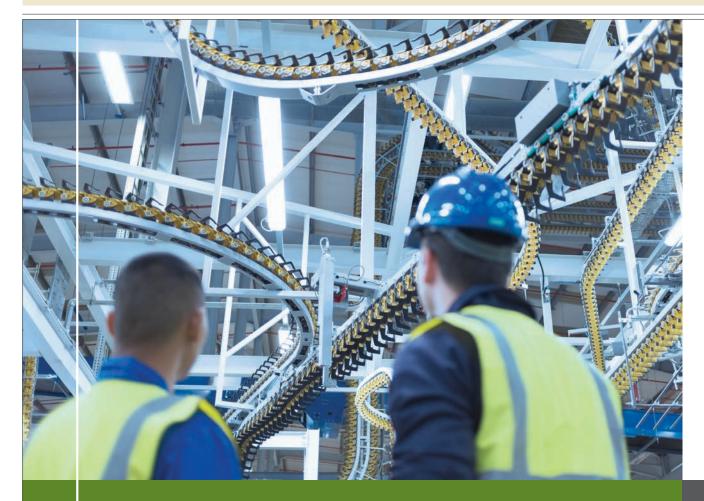




THE LIST FASTEST-GROWING PRIVATE COMPANIES



	17101201			Revenue (millions):	Local full-time employees:		(1 411	_0	Biomedical & L	Jiagnostics
Rank	Company Address Website Phone		Percent growth in revenue from 2016 - 2018	2018 2017 2016	2019 2018 2017	Business description	Year est. locally	CF0	CEO	
88	Ninyo & Moore Geotechnical and Environmental Sciences Consultants 5710 Ruffin Road, San Diego 92123 www.ninyoandmoore.com 858-576-1000	Ningo & Moore Geotechnical & Environmental Sciences Consultants	20.78	\$79.4 \$69.1 \$65.74	81 85 81	A/E consulting industry	1986	Tamera Richards	Avram Ninyo	3
89	Managed Solution 17575 Hancock St., Suite 110, San Diego 92110 www.managedsolution.com 858-429-3000	MANAGED SOLUTION	20.54	\$13.1 \$13.1 \$10.87	60 69 72	Managed services provider	2002	Susan Ferrel	Sean Ferrel	3
90	FIT4MOM 1850 Diamond St, Suite 102, San Marcos 92078 FIT4MOM.com 866-348-4666	FIT4MOM*	18.54	\$3.35 \$3.34 \$2.83	129 127 98	Health and fitness	2001	April Permann	Ash Robinson	(1)
91	Visceral LLC 3631 5th Ave., San Diego 92103 www.thisisvisceral.com 619-255-9247	W	17.92	\$1.05 \$0.99 \$0.89	8 7 7	Digital strategy & website design	2011	Jay Buys	Jay Buys	
92	Jackson Design & Remodeling Inc. 4797 Mercury St., San Diego 92111 www.jacksondesignandremodeling.com 619-442-6125	JACKSON DESIGN & REMODELING	16.69	\$21.29 \$21.24 \$18.25	62 64 62	Design build firm	1989	Ruth Brewer	Todd Jackson	
93	Brandetize 2840 Fifth Ave., Suite 200, San Diego 92103 www.brandetize.com 858-436-7350	Brandetize	16.1	\$5.3 \$5.04 \$4.56	29 30 27	Digital marketing	2013	Carrie Estrella	Eric Berman	8
94	Personal Touch Dining Inc. 9950 Scripps Lake Drive, Suite 102, San Diego 92131 www.personaltouchdining.com 858-638-0672	Personal out	14.91	\$4.71 \$4.5 \$4.1	71 33 15	Catering, events, weddings, venue management	1988	Tracy Zemke	Michael Conlon	
95	G/M Business Interiors 110 W. A St., Suite 140, San Diego 92101 www.gmbi.net 619-236-0500	GM	14.28	\$97.72 \$85.4 \$85.51	161 146 132	Retail furniture dealership	2006	Josie Donley	Stephen L. Easley	
96	Dobi & Associates Inc. 2835 Camino del Rio S., Suite 200, San Diego 92108 www.dobicloseouts.com 619-299-0490	Dobi Associates inc	12.6	\$19.9 \$18.79 \$17.67	7 6 7	Wholesaler	2004	Penny VanBaale	Glen Dobi	
97	Harper Construction Co. Inc. 2241 Kettner Blvd., Suite 300, San Diego 92101 www.harperconstruction.com 619-233-7900	HARPER	11.43	\$204.52 \$183.88 \$183.54	66 64 49	Design build general contractor	1974	Jackie Buck	Jeff Harper	
98	intelliSolutions, inc. 3838 Camino del Rio N., Suite 105, San Diego 92108 www.intelliSolutions-inc.com 619-683-2139	intellisolutions, inc.	11.39	\$4.16 \$3.99 \$3.73	24 25 26	Defense contractor	2006	Judy McLaughlin	Jamie Moraga	
99	Building Careers LLC 3919 30th St., San Diego 92104 www.BuildingRECareers.com 858-247-2667	BUILDING	11.09	\$0.43 \$0.29 \$0.38	1 1 1	Commercial real estate executive search	2015	Carly Glova	Carly Glova	1
100	Dudek 605 Third St., Encinitas 92024 www.dudek.com 760-942-5147	DUDEK	10.87	\$92.25 \$80.77 \$83.2	195 183 172	Engineering, environmental consulting	1980	Dave Carter	Frank Dudek	7



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Boochcraft Learned From Craft-Beer Concept And Made Its Own Quality Beverage

■ By MARIEL CONCEPCION

ince entering the scene in the early 2000s, kombucha has quickly become the drink of choice for the health conscious. Today, as the fermented tea with numerous claimed benefits continues to grow in popularity, kombucha brewers are finding new and exciting ways to get creative and keep the momentum going.

In comes **Boochcraft**, the self-proclaimed first high-alcohol kombucha in California. Birthed in the craft beer capital of America, the Chula Vista-based company makes certified organic hard kombucha that is gluten-free and derived from fair-trade sources, according to co-founder Adam Hiner.

And, according to the numbers, it appears Boochcraft is a much-welcomed addition to the local beverage arena. The company's revenue in 2018 was \$4.14 million, said Hiner, and is on track to make \$12 million by the end of 2019. As a result of its popularity and rapid growth, Boochcraft recently entered at No. 6 on the 2019 San Diego Business Journal's 100 Fastest-Growing Private Companies list.

"We came out with an innovative product at a time when there was a high demand and our product stands out in a sea of IPAs and craft beers," Hiner said. "Ultimately though, I think it all comes down to one of our core values... we care about the quality of our product, our people, the community



Photo courtesy of Boochcraft

Boochcraft's founders are Adam Hiner, left, Todd Kent and Andrew Clark.

and the planet. That is the real reason we have had so much success."

Boochcraft came to be when Hiner, who previously sold home-brewed kombucha at his then-restaurant, Local Habit, decided to open his own kombucha brewery after seeing the positive reception the drink received. He teamed up with a friend, Todd Kent, and his brother-in-law, Andrew Clark, and the three self-funded the company. The latter had the idea for a higher alcohol level kombucha, and, that's when they knew they were on to something.

Sourcing the Ingredients

Hiner said Boochcraft sources its organic

From the very beginning, we knew we'd landed on something special with Boochcraft. We have to thank our hardworking team and passionate fans who have helped us put organic hard kombucha on the map. After three years of exponential growth, we've only just scratched the surface."

ADAM HINER CEO, BOOCHCRAFT

fruits to make cold-pressed juices from all over the world, including California, Arizona, Northern Mexico, Oregon and Washington as well as Central America and

Boochcraft

from an organic family farm **CEO:** Adam Hiner in China and LOCATION: 684 Anita the certified or-St., Suite F Chula Vista, CA 91911 ganic, fair-trade **2018 REVENUE:** sugar from an organic farm in \$4,140,000 India, he said. Everything is manufactured

South America.

The tea comes

in Chula Vista,

said Hiner, then

shipped to dis-

tributors who

2016-2018 GROWTH: +518.4 percent

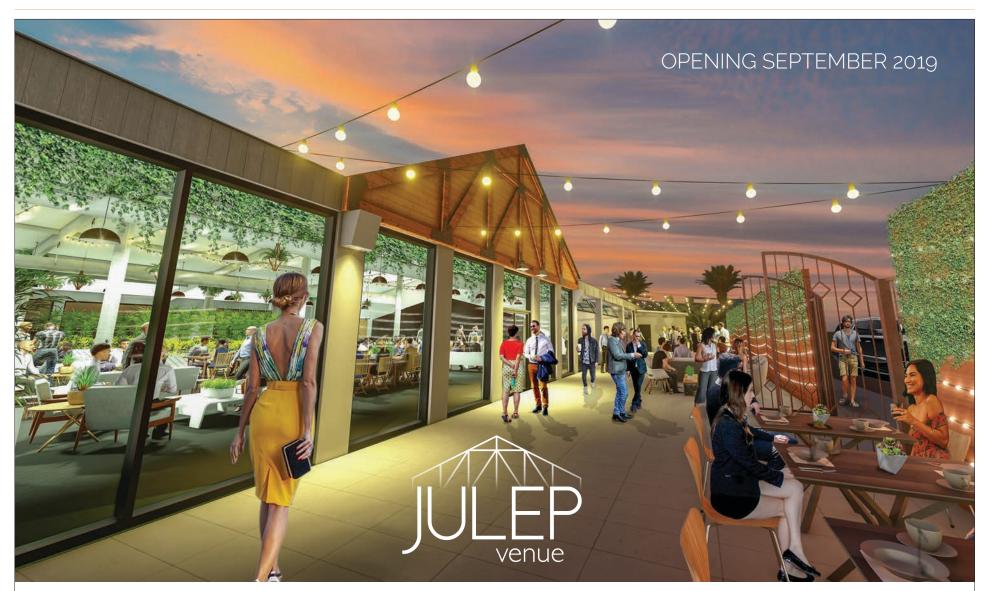
NO. OF LOCAL **EMPLOYEES: 45** WERSITE:

www.boochcraft.com

resell to bars, restaurants, grocery stores and liquor stores throughout California, Arizona, Oregon and Washington.

"Our end customers are people that care about the food and beverages they are consuming," said Hiner, adding that some choose Boochcraft because they don't want to suffer through potential hangovers after drinking and others because they "value quality and taste above all."

And Boochcraft is just getting started. Hiner said the company is about to launch in the Pacific Northwest, in Oregon and Washington specifically, and is also slated to open a tasting room in Del Mar in the near future.



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Geospatial Technology Firm Occupies No. 7 Spot

■ By BRAD GRAVES

Y - The Persistent Co. turned in a remarkable revenue-generating performance during the 24 months between March 2017 and March of the current year.

Its 529 percent spike gave the downtown San Diego business the No. 7 spot on the San Diego Business Journal's most recent list of fast growing private companies.

Revenue grew from \$3.68 million to \$23.15 million during the period, XY re-

XY - The Persistent Co. deals in advanced technologies including the XYO crypto assets. Cryptocurrency is a term that is more familiar to readers, but company officials writing on the XY blogs say crypto assets are a better way to describe

operates on the Ethereum platform. Coin-MarketCap.com reported that as of July 29, a single XYO token traded for about six hundredths of a penny — specifically, for 0.000616 dollars.

According to a federal securities filing, some \$21.6 million in XY's 2018 revenue came from several sources: the sale of XYO tokens, the sale of XY Findables products and the introduction of XYO Network products.

Finding Lost Items

XY – The Persistent company was founded in 2012. The company's roots



File photos by Stephen Whalen Arie Trouw, CEO of XY-The Persistent Co., shows products in a 2016 photo. Early versions of

for helping people find lost keys or wallets. The tags, a little larger than a dollar coin, were affixed to such items and helped people locate them via Blue-

cused on creating products for consumers to use in their everyday life to help them locate, track and be notified of the location of their belongings," the company said in its May 1 securities filing.

in new directions.

"One of the fastest growing industries

XY - The

CEO: Arie Trouw **LOCATION: 1133** Columbia St., **2018 REVENUE:** \$23,150,000

ported. Arie Trouw is the company's CEO.

what the company offers. The company's token, called XYO,

> its wireless trackers are below. are in its Findables products — called Webble in the early days — useful

tooth radio frequency technology. "Our business has primarily been fo-

From there, XY says, it hopes to grow

the internet of things ('IoT'). We intend to take IoT one step further by combining IoT products with our cryptographic location technology. Combining these two technologies

today is called

Persistant Co.

San Diego, CA 92101

2016-2018 GROWTH: +529 percent

WEBSITE: www.xy.company

unlocks a new field we call the 'Cryptonetwork of Things' ('CoT').

The same filing showed assets of \$8.4 million as of Dec. 31. The assets included cryptocurrency, specifically 4,214 Ether, 9 Bitcoin and 7,445,474,506 XYO tokens.

The filing's statement of operation showed a \$2.53 million net loss for 2018.

The business had 30 employees as of March 1, 2017. That grew to 81 employees two years later, on March 1 of this year.

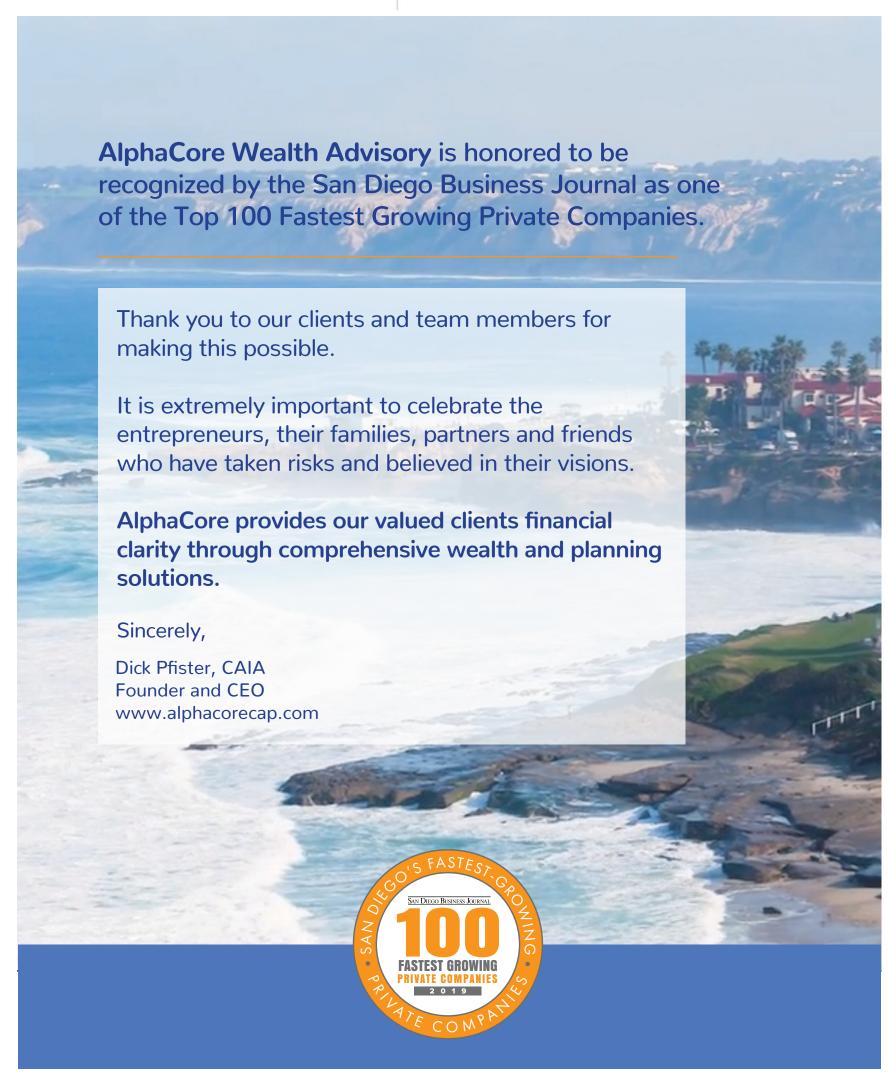
In a May 29 blog post, XY told its customers and stakeholders that it laid off more than 40 employees. In the same blog post, co-founder Scott Scheper said XY had been working on more than seven major initiatives, and needed to focus.

XY's founders were unavailable for an interview. The company makes its home among the technological firms that have taken up residence in downtown San Diego.





THE CORE DIFFERENCE





Tomahawk Power Is Pacing Its Expansion So It Can Deliver Solid Service

■ By RAY HUARD

Then Lawrence Nora founded Tomahawk Power in 2012 to make and sell small construction equipment, there wasn't much of a market.

"It was still the recession. There was no construction," Nora said. "People were broke. Construction guys were like, 'I wish I could buy it.' I was starting at the low point for everyone."

How things have changed.

Over the past three years, Tomahawk Power's revenue has increased more than three-fold.

Annual revenue went from \$443,374 in 2016 to \$2 million in 2018 and the workforce grew from five employees to nine, including Nora.

Based in downtown San Diego, Tomahawk makes a wide range of small construction equipment such as tampers for compacting soil, concrete saws and portable diesel generators.

The company also has branched out to make and sell agricultural pest control sprayers and mist sprayers for mosquito control.

Expanding Markets

Most of Tomahawk Power's customers are west of the Mississippi River and in Mexico, but the company has made a foray into East Coast markets, which it's targeting for growth in the immediate future.



Photo courtesy of Bob Hoffman Video & Photography Lawrence Nora, left, Yazmin Reza, Jim Nora and Peter Nora guided Tomahawk Power to 353%

Longer term, Nora said he plans to expand into Canada and Australia.

"I'd like to grow sustainably. I don't want to do a boom or bust," Nora said. "I'd like to grow at a rate that's not too explosive, that we don't get ahead of our skis."

Finding workers to support such growth is a challenge.

"There's a big demand for employees, so it's hard to find people who can work or have the experience to do sales," Nora said.

Nora attributes his company's rapid growth so far to "just having irons in the fire."

"It was just about getting the right mix of equipment and focusing our sales team,"

"

Tomahawk Power has worked incredibly hard the last five years to not only become a leading distributor of construction equipment, but a brand that is recognized for its reliability and great service.

LAWRENCE NORA
PRESIDENT, TOMAHAWK POWER

Nora said. "It was pretty stagnant in the beginning, then, it picked up quickly."

Nora got into the business of building and selling construction equipment almost by accident.

graduated from the University of San Francisco in 2010 with a business degree, he couldn't find

a project the

company had

in China.

work. Through a friend, he \$2,000,000

wound up working for +353 percent

Honda Power Equipment on No. OF LOCAL EMPLOYEES: 9

WEBSITE: www.tomahawk-power.com

Initially, Nora's job was reading product labels that had been translated from Chinese to English to ensure the translation made sense.

Over time, he became interested in the design and manufacture of small machines and learned the business with the help of a mentor.

Returning to North America, Nora used what he had learned to found Tomahawk Power and retained a relationship with his former employer.

"Funny enough, we do assemble all our stuff with Honda engines," Nora said. "All our equipment is powered by Honda engines."

San Diego Business Journal

Upcoming Events

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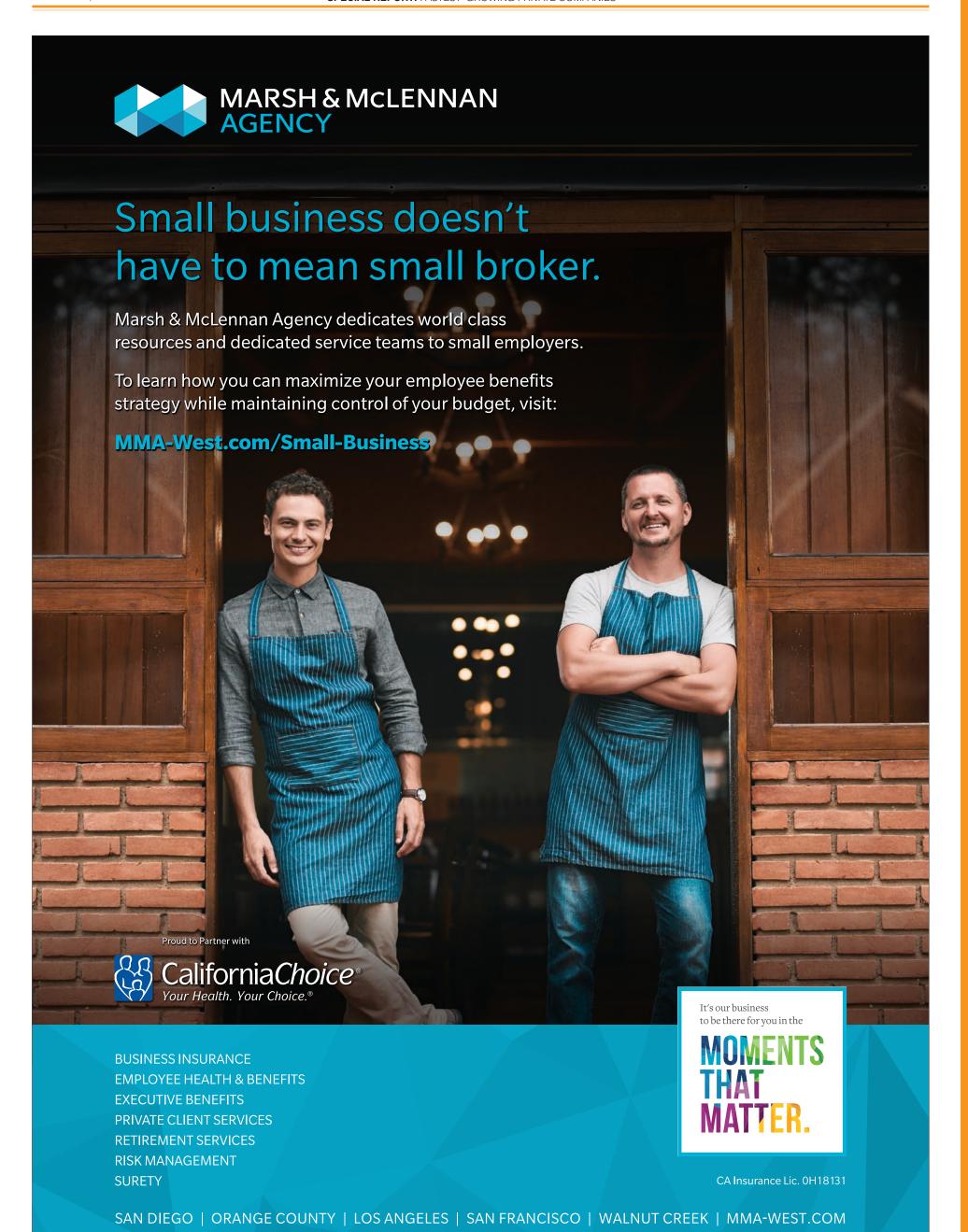
October 24, 2019 4:00 pm - 7:00 pm University Club 750 B St., Suite 3400

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C Squared's Digital Advertising Draws Right Crowd

■ By ELISE REUTER

or C Squared Social, growth can be a sweet story. The social media marketing company, founded by brothers Cassidy Crail and Caleb Crail, has more than doubled its business in the last four years, fueled by franchisors such as Cinnabon, Yogurtland, and the Coffee Bean & Tea Leaf.

The Crails are no strangers to food franchises. Their dad, Frank Crail, founded popular candy chain Rocky Mountain Chocolate Factory.

"We grew up in an entrepreneurial family," Cassidy Crail said. "We were driven to do our own thing, pave our own way, and it's worked out."

Cassidy and Caleb Crail founded C Squared Social eight years ago, during what Cassidy describes as the "wild west" of **Facebook**. They had another startup, a concept similar to **Groupon**, and were looking for ways to promote their sister's **Orange Leaf Frozen Yogurt** shops. Instead of building a database of emails, they tried using Facebook for advertising.

"We found it was a really powerful tool to drive customers in," Cassidy Crail said.

Other food concepts began to approach C Squared. In the last four years, Crail said they began to get more traction with franchises.

"That became a big part of our growth today," he said.

C Squared has expanded its expertise to



Photo courtesy of Bob Hoffman Video & Photography

Caleb Crail, left, and Cassidy Crail celebrate their success.

"

The future is definitely heading to where it's all mobile optimized. It gives you an idea of the power of Facebook and the opportunities."

CASSIDY CRAIL CO-OWNER, C SQUARED SOCIAL

other platforms, such as **Instagram**, **LinkedIn** and **Facebook Messenger**. It has also gained more customers in the solar and recruiting industries.

Targeting Customers

For example, the company can use Facebook and Instagram to find potential leads, such as individuals that might be potential franchisees for a brand. They can target people based on their job title, background, finances or interests, for example.

"I think people didn't realize it for a long time, how much information is available. We can look at someone who is interested in franchising, has the financial wherewithal to open a franchise," Cassidy Crail said. "Targeting is predominately what sets us apart from our competitors. We can get really granular as far as who you put these ads in front of."

More Hiring Ahead

The company recently moved into a new, 6,000-square-foot office in Carlsbad, and currently has 24 employees. Cassidy Crail said he expects to see the company double its headcount in the next year, with projected revenue for 2019 of almost \$6 million.

Even with all of that growth, C Squared has focused squarely on one thing: social advertising. The company puts most of its efforts into acquiring leads for businesses and driving traffic to websites for sales.

There's a good reason for that; Cassidy Crail said the average person spends three-

and-a-half hours per day on his or her phone; more than a fifth of that time is spent on social media.

"The future is definitely heading to where it's all mobile optimized," he said. "It gives you an idea of the power of Facebook and the opportunities."

C Squared Social

CO-OWNERS:

Cassidy and Caleb Crail

LOCATION: 5963 La Place Court #105 Carlsbad, CA 92008

2018 REVENUE: \$2,280,000

2016-2018 GROWTH:

+344 percent

EMPLOYEES: 24

www.csquaredsocial.com

SAN DIEGO'S FASTEST-GROWING



PRIVATE COMPANIES AWARDS 2019

Scientist.com Fine-Tunes Its Business Model

■ By JARED WHITLOCK

evin Lustig has said his company's platform offers up "the latest, greatest and coolest technologies all in one place."

No, Lustig doesn't head **Amazon**—rather the Amazon of drug development. He's the CEO and founder of **Scientist.com**.

The San Diego company runs online marketplaces connecting pharmaceutical companies to contract research organizations, or CROs, which are boutique firms with niche services and products. Scientist. com gets a cut from every CRO that secures a contract.

With drugmakers outsourcing more and more work, Scientist.com reported \$97.4 million in 2018 revenue, a three-year growth curve of 322%. This put the company at No. 10 on the **San Diego Business Journal**'s annual Fastest-Growing Private Companies list.

"It's an honor to be recognized within the thriving San Diego business community. This award is a reflection of our employees' hard work, talent and dedication over the last decade," said Lustig.

A Competitive Dynamic

In addition to a general marketplace, Scientist.com has built private marketplaces for many of the largest pharmaceuticals, including the likes of **AstraZeneca** and **Bristol-Myers Squibb**. But the company is now doing the same for smaller players.

This spring, the company launched an online marketplace for startups linked to investment firm **5AM Ventures**. That way the early-stage firms tight on cash can put specialty bio-

tech services out to bid, yielding side-by-side quotes.

This creates a competitive dynamic that the company pitches as lowering the cost of drug discovery.

Likewise, Scientist.com also inked a deal with **Austrade**, or the **Australian Trade and Investment Commission**, giving Australian biotechs access to 3,000 research suppliers in Scientist.com's network.

An Information Source

Outside its marketplace, Scientist.com recently started what's called Trial Insights, a digital dashboard to improve the display and reporting of data from clinical trials, biomarker and medical diagnostic studies.

The service curates publicly available data nightly from information hubs such as clin-



CEO: Kevin Lustig LOCATION: 505 Lomas Santa Fe, Suite 100 Solana Beach, CA 92075

2018 REVENUE: \$97,407,000 **2016–2018 GROWTH:**

+322 percent

EMPLOYEES: 36

WEBSITE: www.scientist.com



Photo courtesy of Scientist.com

"

It's an honor to be recognized within the thriving San Diego business community. This award is a reflection of our employees' hard work, talent and dedication over the last decade.

The Scientist.com staff gathers at the beach.

KEVIN LUSTIG CEO, SCIENTIST.COM

icaltrials.gov which a research organization or company can customize to fit their needs. Such data informs research planning and clinical study designs.

Founded in 2007, Scientist.com paved the way for growth by cutting down on legal wrangling.

Before Scientist.com, companies and CROs commonly negotiated individual legal agreements, which can delay a deal by up to six months. But Scientist.com got supplier buy-in on a general legal agreement, meaning work can start much sooner.

(Pharmaceuticals can also establish custom pre-made legal agreements, leaving suppliers little choice if they want the gig.)

Scientist.com also laid the groundwork for success by switching up its business model. Initially the company charged pharmaceuticals an annual fee to use the service, but pivoted to suppliers paying a 5% to 8% percent cut to Scientist.com for any orders.





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Natasha Juhasz and Slava Khristich (Tateeda).





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Cynthia Nichols and Jill Johnson (Traveltrust).



Lawrence Nora, Yazmin Reza, Jim Nora, Peter Nora (Tomahawk Power).