













































THE LIST

FASTEST-GROWING PRIVATE COMPANIES- SMALL CATEGORY

► Ranked by percent of verified revenue growth from 2017 to 2019

Rank	Company Address Website Phone	Percent growth in revenue from 2017 - 2019	Revenue (millions):			Business description	Year est. locally	Financial Executive ⁽¹⁾	CEO	Image
			2019	2018	2017					
1	Blue Planet Energy Solutions 6540 Lusk Blvd., Ste. C204, San Diego 92121 www.blueplanetes.com 8589470100		393.22	\$4.42 \$1.79 \$0.9	8 7 3	Specializes in energy solution assessments and installations of energy-efficient lighting upgrades.	2010	Mark Masquelier	Lance Copelin	
2	SuiteCentric LLC 5857 Owens Avenue, Suite 300, San Diego 92008 www.suitecentric.com 760-520-1611		329.78	\$1.97 \$1.82 \$0.46	10 12 5	Software and technology consulting	2016	April Holman	Adam Baruh	
3	C Squared Social 5963 La Place Court, Suite 105, Carlsbad 92008 www.csquaredsocial.com 858-386-7400		297.57	\$4.35 \$2.28 \$1.09	13 24 7	Digital marketing/ advertising	2014	Casey Crail	Caleb Crail Cassidy Crail	
4	Tomahawk Power 501 W. Broadway, Suite 2020, San Diego 92101 www.tomahawk-power.com 619-255-7478		290.23	\$4.01 \$2.01 \$1.03	10 9 7	Construction equipment distribution manufacturing	2012	Peter Nora Yazmin Reza	Lawrence Nora	
5	Wonderist Agency 3015 St. Charles St., Suite B, San Diego 92110 www.wonderistagency.com 619-291-7073		215.69	\$2.9 \$1.78 \$0.92	35 27 13	Full service dental marketing agency	2014	Andres Chavarro	Laura Maly	
6	Bhu Foods (Laura's Original Boston Brownies, Inc., DBA Bhu Foods) 2735 Cactus Road Ste 101, San Diego 92154 www.bhufoods.com 619-782-1144		178.16	\$5.4 \$2.62 \$1.94	54 18 18	Healthy Foods Manufacturer	2013	Autumn Araujo	Laura Katleman	
7	Whova Inc. 7310 Miramar Road, Suite 200, San Diego 92126 www.whova.com 858-227-0877		167.03	\$4.36 \$2.68 \$1.63	66 40 29	Software	2013	Joy Muranaga	Yuanyuan Zhou	
8	Measurabl 707 Broadway, Suite 1000, San Diego 92101 www.measurabl.com 6197191716		142.86	\$3.4 \$2.2 \$1.4	72 46 26	Enterprise software platform for measuring and management ESG data	2013	Nicole Carr	Matt Ellis	
9	Noble Street Advisors LLC 5860 El Camino Real, Suite 100, Carlsbad 92008 www.noblestreet.net 760-453-0886		128.92	\$4.9 \$3.14 \$2.14	31 27 20	Real estate accounting and technology	2014	Gary Gagne	Jim Hibbert	
10	Gemini Finance Corp. 6119 La Granada, Suite A-1, Rancho Santa Fe 92067 www.geminifinancecorp.com 858-480-2828		124.23	\$4.12 \$2.51 \$1.84	4 4 3	Purchase order and inventory finance	2012	Stephanie Phelps	Steven Winters	
11	Tickled Teal LLC 6322 Ferris Sq, San Diego 92121 www.tickledteal.com 858-228-7280		119.97	\$9.7 \$7.1 \$4.41	3 3 4	E-commerce	2014	Renee Loomis	Sean Zhao	
12	FieldLogix 5405 Morehouse Drive, Suite 100, San Diego 92121 www.fieldlogix.com 888-803-0200		117.01	\$1.36 \$1.09 \$0.62	7 5 3	Field Resource Management platform	2002	Yukon Palmer	Yukon Palmer	
13	La Jolla Logic Inc. 2850 Womble Road, Suite 100-602, San Diego 92106 www.lajollalogic.com 619-535-1121		101.84	\$5.01 \$3.43 \$2.48	45 30 16	Cybersecurity services	2011	Elizabeth Gautier	Stacey Anfuso	
14	Triad Components Group 1675 Pioneer Way, Suite C, El Cajon 92020 www.triadcomponentsgroup.com 619-593-5050		99.1	\$7.71 \$5.16 \$3.87	17 17 14	Manufacturer of circuit components used in automotive and electronics systems	2000	Daria Peck	Jim Kalb	
15	Mojo Marketing LLC 4075 Park Blvd Ste 102-364, San Diego 92103 www.gimmemojo.com 619-573-6377		98.81	\$1.18 \$0.85 \$0.59	8 8 6	Marketing agency	2013	Theresa Lauer Jim Nardine	Angela Leavitt	
16	Double Eight dba Storm Brain 2150 W. Washington St., Suite 104, San Diego 92110 www.stormbrain.us 619-618-0344		90.12	\$1.08 \$0.92 \$0.57	6 5 2	Digital marketing and branding agency	2007	Eric Aragon Robert Bennett	Leah Nolan	
17	Building Careers LLC 3919 30th St., San Diego 92104 www.BuildingRECareers.com 858-247-2667		86.33	\$0.55 \$0.43 \$0.29	1 1 1	Commercial real estate executive search	2015	Carly Glova	Carly Glova	
18	Trabus Technologies 3547 Camino Del Rio South, Suite A, San Diego 92108 www.trabus.com 619-220-8000		78.13	\$8.01 \$5.76 \$4.5	45 32 25	Defense contractor technology provider	2010	Sloane Rosenbaum	Arthur Salindong	
19	Gotuwired Inc. 663 S. Rancho Santa Fe Road, Suite 126, San Marcos 92078 www.gotuwired.com 858-999-2031		72.3	\$3.93 \$2.42 \$2.28	28 17 16	Audio/video, security & cabling	2009	Joel Chamian	A.J. Bajaj	
20	Mike Hess Brewing Co., LLC 3812 Grim Ave., San Diego 92104 www.mikehessbrewing.com 619-255-7136		71.1	\$6.51 \$4.16 \$3.8	23 18 20	Craft Brewing	2010	Chris Minnema	Mike Hess	
21	Boutique Recruiting 591 Camino de la Reina, Suite 1020, San Diego 92108 www.boutiquerecruiting.com 858-800-4935		69.27	\$3.95 \$3.32 \$2.34	60 50 50	Recruiting firm	2014	Leonel Burrola	Innesa Burrola	
22	Neurohacker 5938 Priestly Dr., Suite 200, Carlsbad 92008 www.neurohacker.com (855) 281-2328		65.86	\$8.17 \$6.19 \$4.93	24 21 17	health and wellness	2015	Clark Weigand	James Schmachtenberger	

Companies in the Small category have gross revenue between \$350,000 and \$9.99M in the most recent year of reported data. 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 2017. 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.

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THE LIST FASTEST-GROWING PRIVATE COMPANIES- SMALL CATEGORY

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Rank	Company Address Website Phone	Percent growth in revenue from 2017 - 2019	Revenue (millions):		Local full-time employees:		Business description	Year est. locally	Financial Executive ⁽¹⁾	CEO			
			2019	2018	2020	2019						2018	
23	CDM Technology 2002 Jimmy Durante, Suite 136, Del Mar 92014 www.cdmtechnology.com 858-461-0206	61.07	\$3.93	\$3.13	\$2.44	8	5	5	IT consulting, contracting, and professional search services	2013	Chip Murphy	Chip Murphy	
24	Momentum Billing 13400 Sabre Springs Parkway, Suite 150, San Diego 92128 www.MomentumBilling.com 866-875-6527	56.77	\$3.15	\$2.37	\$2.01	14	13	11	Medical billing and software	2008	Monty Miller	Monty Miller	
25	Snake Oil Cocktail Co. 1735 Hancock St., San Diego 92101 www.snakeoilcocktail.com 858-754-9173	55.27	\$2.8	\$2.17	\$1.81	39	14	9	Virtual Event, Corporate Gifting, Beverage Catering, Hospitality, Events venue	2010	Michael Esposito	Michael Esposito	
26	Bop Design 610 W. Ash St., Suite 706, San Diego 92101 www.bopdesign.com 619-330-0730	54.99	\$2.21	\$1.82	\$1.43	12	11	9	B2B Marketing Agency	2009	Katie Sterling	Kara Jensen	
27	Reef Real Estate Services Inc. 1620 Fifth Ave., Suite 770, San Diego 92101 www.reefrealstate.com 619-780-0101	49.36	\$2.69	\$2.38	\$1.8	13	13	12	Commercial Real Estate Management	2012	Michelle Ramsey	Kerrie Ozarski	
28	VIA Technical LLC 591 Camino de la Reina, Suite 929, San Diego 92108 www.viatechnical.com 619-704-1400	46.42	\$6.13	\$4.4	\$4.19	9	9	8	Technical Recruiting/ Staffing Firm	2011	Theresa Ramirez	Natalie Viani	
29	Marine Street Financial 7825 Fay Ave., Suite 240, La Jolla 92037 www.marinestreetfinancial.com 858-754-3501	45.24	\$1.75	\$1.57	\$1.2	na	na	na	Financial planner	2013	Conor Fitzpatrick	Perry Bacon	
30	New Venture Escrow 3638 Camino Del Rio North, Suite 300, San Diego 92108 www.newventureescrow.com 619-327-2288	42.53	\$7.39	\$6.37	\$5.18	46	41	38	Escrow Real Estate	2011	Nicole Gillet	Casey LeBlanc	
31	TATEEDA 7220 Trade St., Suite 103, San Diego 92121 tateeda.com 858-353-0780	38.85	\$1.88	\$1.45	\$1.35	3	3	3	Custom software, outsourcing, outsourcing, software testing	2013	Elvira Issaeva	Viacheslav Khristich	
32	AlphaCore Capital 875 Prospect St., Suite 315, San Diego 92037 www.alphacorewealth.com 858-875-4100	36.99	\$2.55	\$2.2	\$1.86	16	11	9	Wealth management	2015	Kim Thomas	Richard Pfister	
33	Concierge Cleaning Services 237 A St., Suite 45563, San Diego 92101 www.conciergeclean.com 858-248-0909	35.91	\$2.91	\$2.79	\$2.14	85	75	67	Commercial cleaning & janitorial services	2013	Jeffrey Niles	Jeffrey Niles	

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Executive Q&A

with Steven Winters, CEO of Gemini Finance Corp.

Tell us about Gemini Finance Corp. and why you are passionate about your company:

Throughout my 30-year career I have always been interested in dislocations in the financial markets. Even years after the global financial crisis of 2008, many banks remained reluctant to extend credit to growing entrepreneurial businesses that had a need for supply chain financing, but not much in tangible assets. These companies may also have a limited operating history, low fixed assets or a concentrated customer base. Gemini Finance recognized that many credit-worthy businesses were being shut out of the credit markets. I really love that we can provide capital to these exciting San Diego businesses and help them fulfill large profitable purchase orders and increase their revenue. We have helped dozens of local companies increase the value of their businesses by tens of millions of dollars.

What makes Gemini unique from other lending companies?

Gemini is a much more nimble and responsive financing partner than more traditional lending institutions like banks. We look at credit and opportunity differently than most lenders, and rely on

a mosaic of due diligence, as opposed to an algorithm or credit score. Gemini really tries to understand each borrowers' unique need for capital, and helps to identify where the cash crunch is in their supply chain. Gemini can then create a customized financing solution that results in increased revenue and profitability for our customer.

What does a typical transaction look like? How was 2020 for Gemini?

Gemini's typical borrower requires anywhere from \$250,000 - \$5 million in capital and has annual revenue of up to \$25 million. We do like to see a real financial commitment and investment to the business by the owner/entrepreneur. The best transactions occur when our customer can use Gemini's balance sheet to reduce costs and lower COGS by getting a discount from a supplier. This happens because the supplier is getting paid faster and more consistently. 2020 will be our busiest year to date as we will complete over 100 transactions and deploy nearly \$50 million in capital. Early in the year we financed many PPE transactions and helped provide masks, gowns, hand sanitizer and other protective equipment to the State of California, Sonoma County, the City of San Francisco and various hospitals and medical groups.

About Gemini Finance Corp.

Gemini Finance Corp., located in Rancho Santa Fe, CA and founded in 2012, provides secured business loans to entrepreneurial companies for their supply chain financing needs. Gemini's capital primarily goes to funding large purchase orders, building up inventory or otherwise freeing up funds for expansion and growth. Gemini's financial and operational expertise helps portfolio companies increase their revenue and profitability. Representative industries include: consumer goods, apparel, direct-to-consumer and e-commerce, health and beauty products, action sports companies (surf, skate, ski), alternative energy and solar. Please contact: Info@GeminiFinanceCorp.com (858) 480-2828 or visit www.GeminiFinanceCorp.com



About Steven Winters

Steven Winters is a successful investor and business operator with deep experience across multiple industries and investment strategies. Steven founded Gemini Finance Corp. in 2012 with his own capital. In 2003 he founded Gemini Strategies Inc., an asset management company and family office. Prior to starting the Gemini companies, Steven managed hedge fund portfolios in excess of \$500 million dollars across a diverse group of investment strategies including convertible bond arbitrage, private placements, special situations, derivatives, and long-short debt and equity. Steven began his career in 1991 in the corporate finance department at Salomon Brothers Inc., where he specialized in raising capital and providing advisory services for mergers and acquisitions. He received a B.S. in Economics from Cornell University in 1991.



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			2019	2018	2020	2019					
34	TalentZok 10845 Rancho Bernardo Road, Suite 103, San Diego 92127 www.talentzok.com 858-487-0507	31.77	\$7.83	\$5.98	108	96	Temporary staffing and recruiting	2008	Travis Medley	Travis Medley	
35	Bekker's Catering 7455 Mission Gorge Road, San Diego 92120 www.bekkerscatering.com 619-287-9027	28.74	\$4.63	\$4.34	20	20	Catering	1958	Jennifer Worm	Olga Worm	
36	Natural Networks, Inc. 10225 Barnes Canyon Road, Suite A105, San Diego 92121 www.naturalnetworks.com 619-222-3232	26.32	\$2.4	\$2.5	10	9	business technology provider	1994	Anthony Polselli	Anthony Polselli	
37	Visceral LLC 3631 5th Ave., San Diego 92103 www.thisisvisceral.com 619-255-9247	25.25	\$1.23	\$1.05	7	8	Digital strategy & website design	2011	Jay Buys	Jay Buys	
38	Personal Touch Dining Inc. 9950 Scripps Lake Drive, Suite 102, San Diego 92131 www.personaltouchdining.com 858-638-0672	23.36	\$5.55	\$4.71	48	71	Catering, Events, Weddings, Venue Management, Bar Services	1988	Tracy Zemke	Michael Conlon	
39	BJA Partners 11405 W. Bernardo Court, San Diego 92127 www.bjapartners.com 858-376-1800	22.75	\$2.59	\$2.25	15	15	Insurance broker	1983	Sara Howland	Myron Jucha	
40	Mirus Promotions, Inc. DBA Mirus Agency 2831 Camino Del Rio South, Suite 203, San Diego 92108 https://mirus.agency 855-786-7734	20.77	\$1.31	\$1.04	13	11	Brand-building firm	2009	Brent Gastineau	Julie Seal-Gaustad	
41	Color Card Administrator⁽²⁾ 7898 Ostrow St., Suite E, San Diego 92111 www.PrintBusinessCards.com 888-429-8372	16.6	\$1.11	\$1.05	5	5	E-commerce	2002	Keith Harris	Gayle Hawks	
42	3 Blind Mice Window Coverings Inc. 7960 Silverton Ave. #127, San Diego 92126 www.3blindmiceusa.com 858-452-6100	15.2	\$8.01	\$7.96	18	24	Retail sales and installation of window coverings	2003	Katie LoPilato	Scot Dietz	
43	Tranquil Home 600 B St., Suite 300, San Diego 92101 www.tranquilhome.net 858-848-0881	13.39	\$0.68	\$0.6	12	2	Cleaning services	2012	Erin Zanelli	Nicola Davies	
44	intelliSolutions, inc. 3838 Camino del Rio N., Suite 105, San Diego 92108 www.intelliSolutions-inc.com 619-683-2139	7.79	\$4.3	\$4.16	27	30	Defense contractor	2006	Judy McLaughlin	Jamie Moraga	

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(2) Previously listed as Business Card Administrator

MAINTAINING RESILIENCE THROUGH UNCERTAINTY WITH

Trusted Software & Partners

by Nick Weidmann, Marketing Director at SuiteCentric

Uncertainty in business arrives in many different forms, and this year has pushed many of us to the limit. It has forced companies to re-examine operations and their technology stack, evaluate historical performance more critically, and assess which people and relationships are vital to the future of the business.

Challenges with Technology

Technology stacks and internal processes have been given a monumental stress test this year, and it has revealed a wide range of inefficiencies and flawed systems that are used for core business processes. On-premise software systems have been dependent on virtual networks, which have their own challenges, as many of us continue working remotely. Companies with disparate software systems are generally more rigid due to the potential of data loss and version lock, so they've had less flexibility to pivot or embrace new business models in reaction to the economic ambiguities of 2020.

Searching for the right business management software that is robust, scalable, and highly customizable can leave you feeling like Sisyphus repeatedly pushing the rock up a hill only to watch it fall down.

NetSuite is the answer. Its fully integrated software suite is in high demand because of

the scalability, cloud-based modular design, and customizability. It combines ERP, CRM, ecommerce, and more within a single platform, and all data is shared and updated in real-time.

Challenges with Business Relationships

A re-examination of employee roles and business relationships has also been a priority this year. Reflecting on responsibilities and partnerships is another critical step for navigating business uncertainty. Whether it's diversifying a supply chain by forming new partnerships or switching business models to produce personal protective equipment, finding reliable partners to support your company through these changes is critical.

SuiteCentric is the implementation partner you've been looking for, and we focus exclusively on NetSuite.

About SuiteCentric

SuiteCentric is an Oracle NetSuite Solution Provider, a member of its Commerce Agency Program, and winner of the NetSuite Commerce Partner of the Year award in 2020. Our team leverages decades of combined experience as NetSuite consultants and customers to deliver scalable, long-term solutions that support your business through every stage of growth. We pride ourselves on our transparency, and we strive to build long-lasting, mutually beneficial relationships.



NetSuite Sales & Service with Transparency



Adam Baruh
Founder & CEO



Sean Gillespie
Chief Operations
Officer



April Holman
CSO & ERP
Practice Director

- NetSuite Commerce Partner of the Year 2020
- NetSuite Solution Provider
- NetSuite Commerce Agency Partner
- Decades of experience as NetSuite consultants and customers
- Focused exclusively on NetSuite
- Dedicated to long-term customer success

SuiteCentric.com

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