

# OC's Women-Owned Businesses See Revenue Rise 8.5%

## 53 Firms Say Sales Rose; Employee Count Falls

By SUBRINA HUDSON

Orange County's largest women-owned businesses are on a growth streak that, once again, bested the national performance of women-owned businesses.

The 98 companies on this year's Business Journal list reported total revenue of \$4.8 billion, an 8.5% year-over-year increase for the 12 months ended Dec. 31, 2018. Nationally, revenue among women-owned businesses last year grew by 5.6% to an estimated \$1.8 trillion, according to an annual research report commissioned by American Express Co. (NYSE: AXP).

For the first time, the study looked back to 1972—when the U.S. Census Bureau first began tracking women-owned and minority-owned businesses—and found the number of women-owned businesses grew from 402,000 to 12.3 million in 2018. It also found revenue among those firms had \$8.1 billion in 1972.

Julie Tomich, senior vice president of American Express Global Commercial Services, said the new data shows the impact women entrepreneurs have on the U.S. economy.

"Over the past 11 years, we've seen women's entrepreneurship and economic impact increase, especially among the growing number of women-owned companies that generate more than \$1 million in revenue," Tomich said in a statement.

Meanwhile, the Business Journal's list ranks companies with a minimum of \$5 million in annual revenue and at least 51% female ownership, a standard for certification by the Women's Business Enterprise National Council.

Fifty-three companies reported revenue increased, 11 said sales were down, four were flat, and the remaining are Business Journal estimates. Thirteen companies dropped off the list with most citing they were no longer majority women-owned.

The number of local employees dropped slightly to 7,700 workers, down about 1%, while the number of companywide employees was flat at about 33,200 workers in the past year.

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### Leading the Pack

■ List newcomer **SeneGence International Inc.** debuted on the list at No. 1 with an estimated \$1 billion in revenue—dethroning longtime leader Irvine-based restaurant chain **In-N-Out Burger Inc.**

SeneGence, a skincare and cosmetics company, employs 500 at its Foothill Ranch headquarters and has a network of more than 500,000 independent distributors. Founded in 1999 by Chief Executive **Joni Rogers-Kante**, the company is currently building a 744,448-square-foot corporate campus on 225 acres in Sapulpa, Okla. to accommodate its growth. It currently operates a 255,000-square-foot manufacturing facility in Corona.

■ In-N-Out dropped by one spot to No. 2 with an estimated \$926 million in revenue and a local workforce of 2,350. Companywide employees are estimated to be 25,350.



Linmarr Associates Irvine HQ: jumps 20 spots to No. 25

■ No. 3, **Mercedes-Benz of Laguna Niguel** remained flat at an estimated \$242 million with 250 employees.

■ **Systems Source Inc.** in Newport Beach, No. 4, experienced a jump in revenue rising by 46% to \$192 million. It added 17 employees in Orange County for a total of 99 while total staff stands at 216, up about 28%. The commercial furniture dealership, founded by Chief Executive **Rosemarie Smith**, said growing demand for modern workspaces, as well as expanded services for clients such as **Experian PLC**, **Allegan PLC**, and **Mazda North American Operations** helped fuel its growth.

■ One of the biggest gainers on the list is Irvine-based **Linmarr Associates Inc.**, which leapfrogged 20 spots to No. 25. The defense contractor and supply chain partner for the U.S. government and military nearly doubled its revenue last year to \$34 million, up 94% year-over-year. It has 20 employees. Founded in

1983, the firm initially focused on manufacturing fabricated military vehicle parts for the government. Chief Executive **Sharon Hoffman** and President and Chief Financial Officer **Ken Hoffman** acquired the business in 2010 and moved it from its previous headquarters in Las Vegas to Irvine. The husband and wife team then expanded the company's services to include military hardware, aircraft parts, electronics, among others.

There were six list newcomers with all, except SeneGence, reporting double-digit growth—Irvine-based heating, ventilation, and air conditioning construction and services firm **Spectrum Mechanical Inc.**, No. 56; Orange-based paint contractor **Meyer Coatings Inc.**, No. 59; Irvine staffing agency **Alliance Resource Group**, No. 84; Newport Beach marketing agency **Brandtailors**, No. 85; and analytics company **BioMedGPS** in Irvine at No. 98. ■

## THE LIST WOMEN-OWNED BUSINESSES



**MARTHA V. DANIEL**  
CEO and President  
Information Management Resources Inc.



**JANET FORD**  
Founder and CEO  
Advanced Cleanroom Microclean



**KELLY IRELAND**  
CEO  
CB Technologies Inc.



**MANNA KADAR**  
Founder and CEO  
Manna Kadar Beauty



**NOUSHIN SHAMSILI**  
President  
NUCO Logistics Inc.



**ROSEMARIE SMITH**  
CEO and President  
Systems Source Inc.



# THE LIST WOMEN-OWNED BUSINESSES

## NEXT WEEK'S LIST Tenant-Improvement Contractors

Rank Prev. Rank	Company Address	Company logo	Companywide revenue for 12 months ended Dec. 31, 2018 (millions) •yearly % change	OC employees •yearly % change	Companywide employees •yearly % change	% owned by a woman or women	Company/product description	Year established	Owner(s) •Top local official(s) •Title •Phone/fax	
1 (NR)	<b>SeneGence International</b> 19651 Alter Foothill Ranch 92610-2507 Website: senegence.com Email: info@senegence.com		\$1,000 <sup>(1)</sup> NA	500 NA	wnd	100% <sup>(1)</sup>	Direct sales company specializing in long-lasting, anti-aging color cosmetics and skincare products	1999	Joni Rogers-Kante. Joni Rogers-Kante chairwoman/CEO (949) 521-6161	
2 (1)	<b>In-N-Out Burger Inc.</b> 4199 Campus Drive, ninth floor Irvine 92612-8604 Website: in-n-out.com		\$926 <sup>(1)</sup> NA	2,350 <sup>(1)</sup> NA	25,350 <sup>(1)</sup> NA	100% <sup>(1)</sup>	Restaurant chain operator	1948	Lynsi Snyder Lynsi Snyder president (949) 509-6200/(949) 854-5369	
3 (3)	<b>Systems Source Inc.</b> 4685 MacArthur Court, Ste. 100 Newport Beach 92660-8843 Website: systemsource.com Email: info@systemsourced.com		\$192.2 46%	99 21%	216 28%	100%	Commercial interiors, furnishings, architectural products, and workplace management	1994	Rosemarie Smith Rosemarie Smith CEO/president (949) 852-0920/(949) 852-0929	
4 (7)	<b>Rand Technology</b> 15225 Alton Parkway, Ste. 100 Irvine 92618-2351 Website: randtech.com Email: andrea.klein@randtech.com		\$143.9 47%	44 2%	140 -5%	100%	Global sourcing and after-market services company specializing in electronic components, hardware and e-waste recycling	1992	Andrea B. Klein Andrea B. Klein CEO (949) 255-5700/(949) 585-2260	
5 (8)	<b>CB Technologies Inc.</b> 750 The City Drive S., Ste. 225 Orange 92868-4976 Website: cbtechinc.com Email: cbtinfo@cbtechinc.com		\$141.5 46%	18 -5%	45 -6%	100%	IT services and solutions	2001	Kelly Ireland Kelly Ireland/Rachel Nelson CEO/CFO (714) 573-7733/(714) 573-7752	
6 (4)	<b>Elmore Toyota</b> 15300 Beach Blvd. Westminster 92683-6296 Website: elmoretoyota.com Email: shannon@elmoretoyota.com		\$120.6 8%	123 -13%	123 -13%	85%	Automotive dealership	1966	Judith Elmore Judy Elmore president (714) 989-7336/(714) 379-6412	
7 (6)	<b>Pool Water Products</b> 17872 Mitchell N. Irvine 92614-6034 Website: poolwater.com		\$100 <sup>(1)</sup> NA	30 <sup>(1)</sup> NA	260 <sup>(1)</sup> NA	82% <sup>(1)</sup>	Maker of pool, spa equipment and supplies	1964	Zelma Allred/Dean Allred/Carol Allred-Starr Zelma Allred co-founder/chairperson/CEO (949) 756-1666/(949) 474-1973	
8 (10)	<b>Global, a 1st Flagship Company</b> 2465 Campus Drive, Ste. 120 Irvine 92612-1502 Website: globalgovservices.com Email: global@flagship-global.com		\$76.4 11%	20 11%	480 4%	100%	Contractor to Department of Defense, Navy contracts	1964	Sherri Bovino Sherri I. Bovino CEO/president (949) 797-2001/(949) 797-2083	
9 (5)	<b>Rauxa</b> 5301 California Ave., Ste. 350 Irvine 92617-3227 Website: rauxa.com Email: rauxaoc@rauxa.com		\$72.4 31%	52 -7%	321 19%	66%	Full-service marketing agency	1999	Jill Gwaltney Gina Smith CEO/president (714) 427-1271	
10 (9)	<b>Pacific Pioneer Insurance Group</b> 6363 Katella Ave. Cypress 90630-5205 Website: pacpioneer.com Email: bcolburn@pacpioneer.com		\$71.7 -1%	55 0%	62 0%	100%	Insurance holding company	1980	Lin W. Lan Lin W. Lan CEO (714) 228-7888/(714) 228-7855	
11 (11)	<b>Office Solutions Business Products &amp; Services</b> 23303 La Palma Ave. Yorba Linda 92887-4773 Website: officesolutions.com Email: mmash@officesolutions.com		\$67.7 19%	118 0%	167 2%	51%	Commercial distributor of office products, business interiors, printed products and janitorial/sanitorial products	1984	C.S. Mairena/R.J. Mairena R.J. Mairena CEO/president (714) 692-7412/(714) 692-7409	
12 (12)	<b>Casco Contractors</b> 9850 Irvine Center Drive Irvine 92618-4353 Website: cascocontractors.com Email: info@cascocontractors.com		\$60.5 21%	65 -3%	65 -3%	100%	Design-build general contractor	2000	Cheryl Osborn Cheryl Osborn founder/president (949) 679-6880/(949) 679-6890	
13 (13)	<b>Frieda's Inc.</b> 4465 Corporate Center Drive Los Alamitos 90720-2561 Website: friedas.com Email: news.bureau@friedas.com		\$52 4%	74 1%	74 -5%	100%	Marketer and distributor of specialty produce	1962	Karen Caplan/Jackie Caplan Wiggins Karen Caplan/Frieda Rapoport Caplan/Jackie Caplan Wiggins CEO, president/founder/VP, COO (714) 826-6100/(714) 816-0273	

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<sup>(1)</sup> Business Journal estimate

Researched by Meghan Kliever














# THE LIST

## WOMEN-OWNED BUSINESSES

### ▶ NEXT WEEK'S LIST

Tenant-Improvement Contractors

Rank Prev. Rank	Company •Address	Company logo	Companywide revenue for 12 months ended Dec. 31, 2018 (millions) •yearly % change	OC employees •yearly % change	Companywide employees •yearly % change	% owned by a woman or women	Company/product description	Year established	Owner(s) •Top local official(s) •Title •Phone/fax	
14 (13)	<b>Teacher Created Materials</b> 5301 Oceanus Drive Huntington Beach 92649-1030 Website: tcmpub.com Email: dmendoza@tcmpub.com		\$51.5 <sup>(1)</sup> NA	140 0%	185 -6%	100%	Educational publisher	1977	Rachelle Cracchiolo/Corinne Burton/Deanne Mendoza Rachelle Cracchiolo/Corinne Burton/Deanne Mendoza founder, CEO/co-owner, president/co-owner, VP, strategic development (714) 891-2273/(714) 230-7070	
15 (23)	<b>Slater Builders Inc.</b> 3100-B Pullman St. Costa Mesa 92626-4500 Website: slaterbuilders.com Email: mrich@slaterbuilder.com		\$48.2 45%	42 17%	42 17%	100%	General contractor	1993	Lizabeth S. Slater Lizabeth S. Slater CEO (714) 434-4887/(714) 434-6173	
16 (15)	<b>GGG Demolition Inc.</b> 1439 W. Chapman Ave., Ste. 178 Orange 92868-2738 Website: gggdemo.com Email: celin@gggdemo.com		\$46 -4%	260 0%	260 0%	51%	Demolition, hazardous waste remediation contractor	2013	Celin Miller Celin Miller president (714) 699-9350/(714) 699-9283	
17 (24)	<b>Ware Disposal Inc.</b> 1035 E. 4th St. Santa Ana 92701-4750 Website: waredisposal.com Email: jay@waredisposal.com		\$42.5 30%	135 -4%	155 0%	100%	Integrated solid waste management provider	1968	Judith Helaine Ware, President Ben Marlon Ware, Vice President Judith H. Ware CEO/president (714) 664-0677/(714) 664-0696	
18 (17)	<b>Galardi Group Inc.</b> 7700 Irvine Center Drive, Ste. 550 Irvine 92618-3036 Website: wienerschnitzel.com Email: info@galardimail.com		\$41 <sup>(1)</sup> NA	42 <sup>(1)</sup> NA	54 <sup>(1)</sup> NA	77% <sup>(1)</sup>	Wienerschnitzel, Tastee Freez, Hamburger Stand, franchisor	1961	Cindy Galardi Culpepper Cindy Galardi Culpepper CEO (949) 892-2699	
19 (18)	<b>Technical Maintenance Support Inc.</b> 26845 Vista Terrace Lake Forest 92630-8117 Website: tmsprintssystems.com Email: info@tmsprintssystems.com		\$39.1 <sup>(1)</sup> NA	33 <sup>(1)</sup> NA	36 <sup>(1)</sup> NA	51% <sup>(1)</sup>	Printing systems for point-of-purchase (POP) and point-of-sale (POS) corporate marketing	1986	Carol Manning/Everett Manning Carol Manning/Everett Manning CEO, president/VP (800) 783-7568/(949) 837-2305	

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<sup>(1)</sup> Business Journal estimate

Researched by Meghan Kliever

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# THE LIST WOMEN-OWNED BUSINESSES

## NEXT WEEK'S LIST Tenant-Improvement Contractors

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20 (19)	<b>Sourcing Solutions LLC</b> 3183 Red Hill Ave. Costa Mesa 92626-3401 Website: sourcingolutions.com Email: info@sourcingolutions.com		\$38 <sup>(1)</sup> NA	50 <sup>(1)</sup> NA	50 <sup>(1)</sup> NA	51% <sup>(1)</sup>	Enterprise IT lifecycle solutions	2010	Kara Poovey/Kent Kerbs/Lloyd Seeley/John Hyatt Kara Poovey principal (657) 622-4860/(657) 212-8001
21 (25)	<b>Burnham Benefits Insurance Services</b> 2211 Michelson Drive, Ste. 1200 Irvine 92612-0304 Website: burnhambenefits.com Email: inquiries@burnhambenefits.com		\$36 15%	62 7%	98 20%	67%	Employee benefits brokerage and consulting firm	1995	Kristen Allison/Melanie Thomas/ Michael Michalski/Darin Gibson/ Dan Exceen/Doug Ramsthal/ Nooshin George/Steve Vilas/Ray Tunnell/Scott Aston Kristen Allison CEO/president (949) 833-2983/(949) 833-9549
22 (20)	<b>All Direct Travel</b> 19772 MacArthur Blvd., Ste. 150 Irvine 92612-2530 Website: alldirecttravel.com Email: reservations@alldirecttravel.com		\$35 <sup>(1)</sup> NA	22 <sup>(1)</sup> NA	35 <sup>(1)</sup> NA	51% <sup>(1)</sup>	Full-service travel services	1998	Judy Schuda/Jay Schuda Judy Schuda president (949) 474-8100/(949) 955-5939
23 (21)	<b>PTS Advance<sup>(2)</sup></b> 2860 Michelle Drive, Ste. 150 Irvine 92606-1010 Website: ptsadvance.com		\$34.4 <sup>(1)</sup> NA	25 39%	275 <sup>(1)</sup> NA	52% <sup>(1)</sup>	Engineering, IT, professional staffing	1995	June Stein/Russell Stein/David Stein Dane Groeneveld CEO (949) 268-4000/(949) 268-4040
24 (45)	<b>Linmarr Associates Inc.</b> 8 Hammond, Ste. 108/109 Irvine 92618-1601 Website: linmarr.com Email: sales@linmarr.com		\$34 94%	20 0%	20 0%	52%	Sales of aircraft, military vehicle, electrical, industrial, and hardware to the U.S. Military	1984	Sharon Hoffman/Ken Hoffman Sharon Hoffman CEO (949) 215-5466/(949) 215-7787
25 (22)	<b>Workforce Solutions Group/ HealthCare Talent</b> 26090 Towne Centre Drive Lake Forest 92610-3441 Website: workforce-solutionsgroup.com; healthcaredental.net Email: sburt@wsgcorp.com		\$32.1 -6%	36 3%	64 3%	100%	Human resources consulting, talent acquisition, vendor management, recruitment process outsourcing	2002	Pamela Jung Pamela Jung/Stacy Burt founder, CEO/COO (949) 709-1883/(949) 588-6737
26 (26)	<b>iBASEt</b> 27442 Portola Parkway, Ste. 300 Foothill Ranch 92610-2822 Website: ibaset.com Email: inquiry@ibaset.com		\$31.4 1%	83 -1%	234 6%	80%	Software solutions to complex, highly regulated industries, such as aerospace and defense, medical devices, nuclear, industrial equipment, electronics, and shipbuilding	1986	Ladeira Poonian Ladeira Poonian chairman/CEO (949) 598-5200/(949) 598-2600
27 (28)	<b>Saf-T-Co. Supply</b> 1300 E. Normandy Place Santa Ana 92705-4138 Website: saftco.com Email: sales@saftco.com		\$31.2 6%	55 0%	55 0%	100%	Distributor of PVC and steel conduit for electrical, telephone and cable TV; manufacturer of specialty bridge hangers, PVC, steel fittings and bends	1987	Patricia McDonald Patricia McDonald/Robyn Dague/ Aimee Guentert CEO/president/VP and general manager (714) 547-9975/(714) 547-2983
28 (52)	<b>Borbon Inc.</b> 7312 Walnut Ave. Buena Park 90620-1760 Website: borbon.net Email: info@borbon.net		\$31 15%	175 -24%	175 -24%	100%	Painting contractor	1976	Cecilia Morales Cecilia Morales/Paul S. Morales/ Susan Fiorentino chairwoman/president/secretary (714) 994-0170/(714) 994-0641
29 (29)	<b>Orange Courier Inc.</b> 3731 W. Warner Ave. Santa Ana 92704-5218 Website: orangecourier.com Email: reception@mrorange.com		\$30.1 4%	350 0%	375 7%	100%	Delivery, trucking, warehousing and distribution cars trucks of all sizes permit loads heavy loads hazmat port drayage	1988	Evell Stanley Evell Stanley owner/president (714) 384-3600/(949) 975-0505
30 (27)	<b>Gravity Pro Consulting LLC</b> 21 Via Lampara San Clemente 92673-7054 Website: gravitypro.com Email: sylvana.coche@gravitypro.com		\$30 <sup>(1)</sup> NA	3 <sup>(1)</sup> NA	3 <sup>(1)</sup> NA	100% <sup>(1)</sup>	SAP business solutions provider	2007	Sylvana Coche Sylvana Coche founder/CEO (949) 241-3441
31 (34)	<b>HOB Custom Power<sup>(2)</sup></b> 10910 Talbert Ave. Fountain Valley 92708-6038 Website: hobcustompower.com Email: sales@hobcustompower.com		\$29.5 19%	105 11%	105 11%	51%	Battery distributor, custom battery pack design and assembly	1965	Maggie West/Don West Maggie West CEO (714) 962-7600/(714) 962-7644
32 (33)	<b>Clean Rooms West Inc.</b> 1392 Industrial Drive Tustin 92780-6416 Website: cleanroomswest.com Email: shelli@cleanroomswest.com		\$28.8 15%	52 8%	53 8%	51%	Cleanroom design/build contractor	1991	Shelli Alley Shelli Alley VP (714) 258-7700/(714) 258-7777

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<sup>(1)</sup> Business Journal estimate<sup>(2)</sup> Previously listed as PTS Staffing Solutions<sup>(3)</sup> Previously listed as House of Batteries






















Researched by Meghan Kliever



# THE LIST

# WOMEN-OWNED BUSINESSES

► **NEXT WEEK'S LIST**  
Tenant-Improvement Contractors

Rank Prev. Rank	Company Address	Company logo	Companywide revenue for 12 months ended Dec. 31, 2018 (millions) •yearly % change	OC employees •yearly % change	Companywide employees •yearly % change	% owned by a woman or women	Company/product description	Year established	Owner(s) •Top local official(s) •Title •Phone/fax	
33 (38)	<b>Freddie Georges Production Group</b> 15362 Graham St. Huntington Beach 92649-1111 Website: fgpg.com Email: info@fgpg.com		\$26.4 121%	39 -22%	41 -18%	100%	Design, project management and fabrication of trade show exhibits, proprietary corporate events and marketing activations	2001	Frédérique 'Freddie' Georges Melanie Chomchavalit Frédérique 'Freddie' Georges/ Melanie Chomchavalit Chomchavalit CEO, president/partner, CFO Partner/CFO (714) 367-9260/(714) 367-9261	
34 (16)	<b>Digital Peripheral Solutions Inc.</b> 8015 E. Crystal Drive Anaheim 92807-2523 Website: q-see.com Email: priti@dpsi-usa.com		\$25 -22%	18 -50%	18 -50%	100%	Surveillance products, CCTV	2002	Priti Sharma Priti Sharma CEO/president (714) 998-3440/(714) 998-3509	
35 (35)	<b>CDC Designs</b> 2915 Red Hill Ave., Ste. G201 Costa Mesa 92626-7948 Website: cdcdesigns.com Email: sarahb@cdcdesigns.com		\$24 0%	65 -7%	65 -7%	100%	Interior design firm	1981	Julie Ann Stark/Christie Pettus/ Lisa Kells/Sarah Breen/Cassie Nguyen Julie A. Stark partner, president of design (714) 641-4868/(714) 755-3501	
36 (30)	<b>Irvine Technology Corp.</b> 17900 Von Karman Ave., Ste. 100 Irvine 92614-6249 Website: itccorp.com Email: info@itccorp.com		\$22.5 -8%	26 -13%	27 -13%	80%	Provider of technology and staffing solutions for IT, security, engineering and interactive design	2000	Nicole McMackin/Janet Thornby/ Michael Rose Nicole McMackin President (866) 322-4482/(714) 434-8869	
37 (36)	<b>Wright, Finlay &amp; Zak LLP</b> 4665 MacArthur Court, Ste. 200 Newport Beach 92660-1811 Website: wrightlegal.net Email: rwright@wrightlegal.net		\$22.4 -4%	78 -9%	120 -10%	51%	Law firm for real estate, business and consumer finance legal services, both litigation and transactional	2002	Robin Wright/Robert Finlay/ Gwen Ribar Robin Wright managing partner (949) 477-5050/(949) 608-9142	
38 (32)	<b>Walsworth</b> 1 City Blvd. W., fifth floor Orange 92868-3621 Website: wfbm.com Email: marketing@wfbm.com		\$22 -2%	65 -21%	114 -18%	54%	Law firm	1997	Mary Watson Fisher/Sharon Clisham/Ingrid Campagne/Dee Cohen Katz/Lisa Rice Dee Cohen Katz managing partner (714) 634-2522/(714) 634-0686	
39 (37)	<b>PSSC Labs</b> 20432 N. Sea Circle Lake Forest 92630-8806 Website: pssclabs.com Email: 4sales@pssclabs.com		\$22 <sup>(1)</sup> NA	15 <sup>(1)</sup> NA	17 <sup>(1)</sup> NA	51% <sup>(1)</sup>	Computer servers and workstations	1989	Janice Lesser/Larry Lesser/Alex Lesser Janice Lesser president (949) 380-7288/(949) 380-9788	
40 (39)	<b>CPACinc.com</b> 4749 E. Wesley Drive Anaheim 92807-1941 Website: cpacinc.com Email: sales@cpacinc.com		\$20 <sup>(1)</sup> NA	25 <sup>(1)</sup> NA	25 <sup>(1)</sup> NA	100% <sup>(1)</sup>	Reseller of computer equipment, parts, accessories and peripherals	1994	JoAnn Moffitt JoAnn Moffitt CEO (714) 692-5044/(714) 692-6680	
40 (41)	<b>Irvine Electronics Inc.</b> 1601 Alton Parkway, Ste. A Irvine 92606-4801 Website: irvine-electronics.com Email: info@irvine-electronics.com		\$20 5%	113 7%	113 7%	100%	Contract electronics manufacturer	1992	Jane Zerounian Jane Zerounian founder/owner/president (949) 250-0315/(949) 250-0318	
40 (39)	<b>Markall Inc./R.A. Industries LLC</b> 2230 S. Anne St. Santa Ana 92704-4411 Website: markallinc.com; ra-industries.com Email: info@markallinc.com		\$20 <sup>(1)</sup> NA	60 <sup>(1)</sup> NA	61 <sup>(1)</sup> NA	51% <sup>(1)</sup>	Engineering and fabrication completion center; manufacturer of complex precision components and assemblies; international repair center for aerospace/defense, commercial, energy, entertainment and medical industries	1976	Carole and Robert Follman Family Trust Robin Follman-Otta CEO/president (714) 557-2268/(714) 557-3138	
43 (43)	<b>Absolute Exhibits Inc.</b> 1382 Valencia Ave., Ste. H Tustin 92780-6472 Website: absoluteexhibits.com Email: info@absoluteexhibits.com		\$19 6%	45 13%	168 5%	67%	Design and fabrication of custom exhibits for domestic and international trade shows, corporate showrooms and museums	2000	Jan Koren/Todd Koren Jan Koren/Todd Koren president/CEO (714) 685-2800/(714) 685-2899	
44 (46)	<b>Information Management Resources Inc.</b> 85 Argonaut, Ste. 200 Aliso Viejo 92656-4105 Website: imri.com; cytellix.com Email: info@imri.com		\$18.1 11%	22 5%	70 -36%	100%	Cybersecurity, technology, program management, and engineering services	1992	Martha V. Daniel Martha V. Daniel/Maronya Moultrie CEO, president/COO (949) 215-8889/(949) 215-8890	
45 (53)	<b>Advanced Cleanroom Microclean</b> 3250 S. Susan St. Santa Ana 92704-6807 Website: advancedcleanroom.com Email: sales@advancedcleanroom.com		\$18 29%	60 9%	450 6%	100%	Cleanroom facility services, certification and test	1882	Janet Ford Janet Ford founder/CEO (714) 662-4442	

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► From page 21

Rank Prev. Rank	Company Address	Company logo	Companywide revenue for 12 months ended Dec. 31, 2018 (millions) •yearly % change	OC employees •yearly % change	Companywide employees •yearly % change	% owned by a woman or women	Company/product description	Year established	Owner(s) •Top local official(s) •Title •Phone/fax	
46 (43)	<b>Jacobus Consulting Inc.</b> 15375 Barranca Parkway, Ste. B-202 Irvine 92618-2213 Website: jacobusconsulting.com Email: info@jacobusconsulting.com		\$18 <sup>(1)</sup> NA	25 <sup>(1)</sup> NA	134 <sup>(1)</sup> NA	100% <sup>(1)</sup>	Healthcare consulting firm	1999	Sandra Jacobs Sandra Jacobs founder/CEO (949) 727-0720/(949) 713-6742	
47 (55)	<b>Pacific Design Directions Inc.</b> 8171 E. Kaiser Blvd. Anaheim 92808-2214 Website: pacdesign.com Email: sstoneburner@pacdesign.com		\$17.5 34%	16 0%	35 -13%	98%	Design build tenant improvements and electrical ground up and TI construction	1979	Susan Smoot Stoneburner/ Kristen Stolle/Reed Stoneburner Susan S. Stoneburner founder/president (714) 685-7733/(714) 685-7799	
48 (47)	<b>AeroFlite Enterprises Inc.</b> 261 Gemini Ave. Brea 92821-3704 Website: aeroflite.com Email: sales@aeroflite.com		\$16 0%	47 -15%	49 -14%	100%	Designer, distributor of aerospace electronic components	1977	Lesley Ann Hall Lesley A. Hall CEO/president (714) 773-4251/(714) 773-4973	
48 (65)	<b>Crane Rental Service Inc.</b> 1901 W. Collins Ave. Orange 92867-5426 Website: cranerentalservice.com Email: staci@cranerentalservice.com		\$16 45%	48 0%	48 0%	75%	Hydraulic and rough terrain cranes ranging from 25 ton-450 ton operated and maintained, some bare rentals, trucking and rigging upon request	1965	Lori Hunter/Cathy Greinke/Kim Beaudette/Gregory Foster Cathy Greinke/Lori Hunter/Greg Foster/Kim Beaudette president/secretary, treasurer/ VP/marketing (714) 997-3100/(714) 997-1330	
50 (80)	<b>ACR Builders Inc.</b> 23372 Madero, Ste. E Mission Viejo 92691-2789 Website: acrbuild.com Email: info@acrbuild.com		\$15.7 88%	10 0%	10 0%	51%	Commercial general contractor, tenant improvements, retail construction, design build firm	2010	Michele Richardson/Steven Richardson Michele Richardson CEO (949) 713-3266/(949) 713-3267	
51 (57)	<b>SDC Architectural Solutions Inc.</b> 1370 N. Brea Blvd., Ste. 216A Fullerton 92835-4128 Website: sdcarchrep.com Email: peggy@sdarchrep.com		\$15.1 20%	3 50%	3 50%	60%	Sales rep agency for exterior glazing, facade and glass hardware	2009	Peggy Ciley/Scott Ciley Peggy Ciley president (714) 680-6063/(714) 680-0850	
52 (69)	<b>Avatar Partners Inc.</b> 7491 Talbert Ave. Huntington Beach 92648-1212 Website: avatarpartners.com Email: info@avatarpartners.com		\$15 43%	32 0%	42 0%	100%	Design and development of advanced video courseware, mobile job aids, extended reality, augmented reality and virtual reality training systems	2003	Mario Brooke Mario Brooke/Jim Williams CEO, president/chief visionary officer (714) 969-0573/(714) 841-1300	
52 (50)	<b>Kaygen Inc.</b> 15420 Laguna Canyon Road, Ste. 270 Irvine 92618-2122 Website: kaygen.com Email: info@kaygen.com		\$15 <sup>(1)</sup> NA	36 <sup>(1)</sup> NA	112 <sup>(1)</sup> NA	51% <sup>(1)</sup>	Enterprise information management specialized in data driven solutions such as data strategy and governance, data quality, business intelligence and artificial intelligence	2003	Rashmi Chaturvedi/Anshul Chaturvedi Rashmi Chaturvedi president (949) 203-5100/(949) 861-6500	
54 (51)	<b>GOLD PR   Social Media</b> 300 Spectrum Center Drive, Ste. 400 Irvine 92618-4989 Website: goldpr.com Email: info@goldpr.com		\$14.3 1%	16 -33%	26 -21%	100%	Public relations and social media marketing	2001	Shari Gold Shari Gold CEO (949) 743-3911/(951) 257-0321	
55 (NR)	<b>Spectrum Mechanical Inc.</b> 9760 Research Drive, Ste. DD Irvine 92618 Website: spectrummechanical.com Email: debbie@spectrummechanical.com		\$13.7 39%	11 0%	31 -9%	51%	HVAC construction and service company, specializing in the design, installation, service and maintenance of computer room air conditioning systems for large data centers, telecommunication facilities, and commercial comfort cooling	1998	Kristine Weatherly, Raymond Weatherly Kristine Weatherly CEO 949-679-9979/949-679-9980	
56 (54)	<b>Pence Wealth Management</b> 5000 Birch St., Ste. 8000 Newport Beach 92660-2158 Website: pencewealthmanagement.com Email: jessica.hansen@lpl.com		\$13.5 <sup>(1)</sup> NA	24 -11%	28 <sup>(1)</sup> NA	100% <sup>(1)</sup>	Wealth management firm	2002	Laila Pence Laila Pence/Dryden Pence III president/chief investment officer (949) 660-8777/(949) 660-8778	
57 (80)	<b>StaffRehab</b> 5000 Birch St., Ste. 3000 Newport Beach 92660-2140 Website: staffrehab.com Email: spalmer@staffrehab.com		\$13.5 74%	26 30%	26 30%	95%	Staffing service provider for school districts and healthcare facilities in the U.S.	2009	Sara Palmer/Lindsay Joseph Sara Palmer/Lindsay Joseph CEO/director of talent (888) 835-0894/(949) 258-5296	
58 (NR)	<b>Meyer Coatings Inc. dba Meyer Construction Services</b> 1927 N. Glassell St. Orange 92865-4313 Website: meyerconstructionservices.com Email: dmeyer@meyercoatings.com		\$13 19%	16 0%	112 44%	51%	Commercial construction contractor that includes a commercial cleaning division	2001	Diana Meyer Scott D. Meyer Diana Meyer CEO (800) 887-8220	

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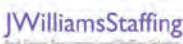







Researched by Meghan Kliever



# THE LIST

## WOMEN-OWNED BUSINESSES

► **NEXT WEEK'S LIST**  
Tenant-Improvement Contractors

Rank	Company Prev. Address Rank	Company logo	Companywide revenue for 12 months ended Dec. 31, 2018 (millions) •yearly % change	OC employees •yearly % change	Companywide employees •yearly % change	% owned by a woman or women	Company/product description	Year established	Owner(s) •Top local official(s) •Title •Phone/fax	
<b>59</b> (61)	<b>Wes-Tec Inc.</b> 61 Columbia Aliso Viejo 92656-4149 Website: wes-tec.com Email: info@wes-tec.com		\$13 8%	48 7%	62 13%	100%	Wireless services integrator	2003	Cynthia L. White/Lisa M. White Lisa White president (949) 716-7771	
<b>60</b> (58)	<b>AndersonPenna Partners Inc.</b> 3737 Birch St., Ste. 250 Newport Beach 92660-2682 Website: andersonpenna.com Email: news@andpen.com		\$12.5 <sup>(1)</sup> NA	75 <sup>(1)</sup> NA	75 <sup>(1)</sup> NA	74% <sup>(1)</sup>	Municipal engineering services	2005	Lisa M. Penna/Angelique Lucero/ Mallory McCamant/David Anderson/Dino D'Emilia Lisa M. Penna CEO/president (949) 922-2800/(949) 258-5053	
<b>61</b> (63)	<b>NUCO Logistics Inc.</b> 500 S. Kraemer Blvd., Ste. 307 Brea 92821-6772 Website: nucologistics.com		\$12.1 5%	13 18%	16 7%	61%	Specializes in domestic trucking and shipment of chemical products	2008	Noushin Shamsili/Farid Tahvildari/Shirin Babak Noushin Shamsili president (562) 435-7800/(562) 435-7833	
<b>62</b> (47)	<b>CDCE Inc.</b> 22641 Old Canal Road Yorba Linda 92887-4601 Website: cdce.com Email: bsolomon@cdce.com		\$12 -25%	26 0%	25 -4%	56%	Sales, integration, service of mobile computers and routers	1984	Carrie Solomon/Brian Solomon Carrie Solomon president (714) 282-8881	
<b>62</b> (56)	<b>K-V Engineering Inc.</b> 2411 W. First St. Santa Ana 92703-3509 Website: kvengineering.com Email: info@kvengineering.com		\$12 -7%	60 -6%	60 -6%	51%	Manufacturing company that specializes in CNC 3/4/5/6 axis machining, sheet metal fabrication and assembly	1984	Christie Vu Christie Vu CEO/president (714) 229-9977/(714) 229-9997	
<b>62</b> (61)	<b>Symbolic Displays Inc.</b> 1917 St. Andrew Place E. Santa Ana 92705-5143 Website: symbolicdisplays.com Email: info@symbolicdisplays.com		\$12 <sup>(1)</sup> NA	85 <sup>(1)</sup> NA	85 <sup>(1)</sup> NA	100% <sup>(1)</sup>	Aerospace components	1988	Candy Suits Candy Suits CEO (714) 258-2811/(714) 258-2810	
<b>65</b> (68)	<b>MSH Construction Co.</b> 15301 Connector Lane Huntington Beach 92649-1119 Website: mshconstruction.com Email: lmoss@mshconstruction.com		\$11.6 9%	19 6%	19 6%	57%	Commercial general contractor	2003	Lisa Moss/Walter Moss Lisa Moss/Walter Moss president, CFO/Vice President (714) 899-9509/(714) 899-9510	
<b>66</b> (63)	<b>Universal Flooring Systems Inc.</b> 15573 Commerce Lane Huntington Beach 92649-1601 Website: universalflooring.com Email: info@universalflooring.com		\$11.5 <sup>(1)</sup> NA	20 <sup>(1)</sup> NA	20 <sup>(1)</sup> NA	100% <sup>(1)</sup>	Commercial flooring subcontractor	1984	Wendy Bastien Wendy Bastien/Robert Montiero owner, CEO/president (714) 373-1136/(714) 373-1165	
<b>67</b> (67)	<b>JWilliams Staffing Inc.</b> 18022 Cowan, Ste. 105 Irvine 92614-6806 Website: jwilliamsstaffing.com Email: scheduling@jwilliamsstaffing.com		\$10.6 <sup>(1)</sup> NA	27 <sup>(1)</sup> NA	36 <sup>(1)</sup> NA	100% <sup>(1)</sup>	Real estate personnel staffing agency	2002	JoAnne Williams JoAnne Williams founder/CEO (949) 250-1923/(949) 250-1952	
<b>68</b> (76)	<b>H. Hendy Associates</b> 4770 Campus Drive, Ste. 100 Newport Beach 92660-1833 Website: hhendy.com Email: concierge@hhendy.com		\$10.5 19%	48 0%	48 0%	100%	Commercial interior design firm, architectural services	1980	Heidi Hendy/Jennifer Walton/ Felicia Hyde Heidi Hendy managing principal (949) 851-3080/(949) 851-0807	
<b>69</b> (59)	<b>Pacific Rim Resources Search and Recruiting Inc.</b> 14148 Brookhurst St. Garden Grove 92843-4656 Website: prresources.net Email: ttran@prresources.net		\$10.3 -29%	56 -42%	56 -42%	100%	Staffing company	2002	Trang Gilbert/Mia Nguyen Trang Gilbert CEO (714) 638-0307/(714) 638-0332	
<b>70</b> (75)	<b>HB Staffing</b> 2120 Main St., Ste. 250 Huntington Beach 92648-6444 Website: hbstaffing.com Email: cvee@hbstaffing.com		\$10.2 8%	17 13%	17 13%	100%	Staffing agency	2000	Cathy Volpe Cathy Volpe president (714) 960-2800/(714) 960-6563	
<b>71</b> (90)	<b>The Shop @ Showready</b> 15362 Graham St. Huntington Beach 92649-1111 Website: showready.com Email: info@showready.com		\$10 63%	58 29%	58 29%	100%	Custom fabrication, engineering, carpentry metal work, scenic element design for trade show exhibits, corporate events and activations	2001	Frédérique 'Freddie' Georges/ Melanie Chomchavalit Frédérique 'Freddie' Georges/ Melanie Chomchavalit CEO/partner, CFO (714) 367-9265/(714) 367-9266	

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Researched by Meghan Kliever

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# THE LIST

# WOMEN-OWNED BUSINESSES

## ► NEXT WEEK'S LIST

Tenant-Improvement Contractors

► From page 23

Rank Prev. Rank	Company Address	Company logo	Companywide revenue for 12 months ended Dec. 31, 2018 (millions) *yearly % change	OC employees *yearly % change	Companywide employees *yearly % change	% owned by a woman or women	Company/product description	Year established	Owner(s) *Top local official(s) *Title *Phone/fax	
72 (70)	<b>Hale Glass Inc.</b> 1910 Estelle Lane Placentia 92870-6700 Website: haleglass.com Email: Gloria@HaleGlass.com		\$10 0%	40 8%	40 8%	51%	Commercial glass contractors	1978	Gloria Hale/Brian Hale Gloria Hale CEO/president (714) 572-5070/(714) 364-8950	
72 (70)	<b>Natures Image Inc.</b> 20361 Hermana Circle Lake Forest 92630-8701 Website: naturesimage.net Email: office@naturesimage.net		\$10 NA	55 NA	120 NA	53%	Contractor specializing in native habitat restoration and environmental compliance	1995	Michelle Caruana Michelle Caruana founder/CEO (949) 680-4400/(949) 680-4450	
72 (74)	<b>TLD Law</b> 2010 Main St., Ste. 1000 Irvine 92614-7229 Website: tldlaw.com Email: losborne@tldlaw.com		\$10 5%	25 19%	50 0%	56%	Law firm	1961	Shannon Jenkins/Monica Goel/ Jennifer Sawday/Jennifer Lumsdaine/Brooke Pollard/Mark Doyle/Daniel Gold/Roy Jimenez Shannon M. Jenkins partner (949) 756-0684/(866) 298-9254	
75 (73)	<b>Meg Technologies Inc.</b> 15381 Assembly Lane Huntington Beach 92649-1327 Website: mtifast.com		\$9.6 <sup>(1)</sup> NA	6 <sup>(1)</sup> NA	17 <sup>(1)</sup> NA	60% <sup>(1)</sup>	Defense contractor	1981	Tammy Buck/Gordon Benzen Tammy Arlene Buck CEO/president (714) 893-3050/(714) 893-3404	
76 (81)	<b>AnDek Staffing Services Inc.</b> 1740 W. Katella Ave., Ste. V Orange 92867-3434 Website: andekstaffing.com Email: kdanielson@andekstaffing.com		\$9 10%	13 0%	13 0%	100%	Employment agency	2011	Mindy Decker/Karen Danielson Karen Danielson/Mindy Decker CEO/president (714) 771-6100/(714) 771-6106	
77 (77)	<b>EdgeMAC</b> 2125 E. Katella Ave., Ste. 350 Anaheim 92806-6025 Website: edgemac.com Email: info@edgemac.com		\$8.8 <sup>(1)</sup> NA	58 <sup>(1)</sup> NA	63 <sup>(1)</sup> NA	100% <sup>(1)</sup>	Document management and due diligence services using proprietary technology	2009	Robin A. Auerbach Robin A. Auerbach CEO/president (714) 564-5800/(714) 564-5801	
78 (78)	<b>Cal Pac Sheet Metal Inc./OC Metals Inc.</b> 2720 S. Main St., Ste. B Santa Ana 92707-3404 Website: calpacsheetmetal.com Email: info@calpacsheetmetal.com		\$8.6 23%	80 43%	80 43%	51%	Sheet metal and related products	1994	Mari Kurtz Mari Kurtz president (714) 979-2733/(714) 540-4699	
79 (82)	<b>Marketing Via Postal Group Inc.</b> 3300 S. Fairview St. Santa Ana 92704-7004 Website: mvpgroup.com Email: info@mvpgroup.com		\$8.1 <sup>(1)</sup> NA	36 <sup>(1)</sup> NA	36 <sup>(1)</sup> NA	100% <sup>(1)</sup>	Direct marketing agency	1997	Janel Flanigan Janel Flanigan/Keith Flanigan president/VP (714) 881-0659	
80 (87)	<b>Skyco Shading Systems Inc.</b> 3411 W. Fordham Ave. Santa Ana 92704-4422 Website: skycoshade.com Email: sandee@skycoshade.com		\$7.8 NA	28 NA	33 NA	100%	Custom motorized and manual window covering systems manufacturer, outdoor patio structures and coverings	1994	Sandra Young Sandra K. Young president (800) 777-5926/(714) 708-3053	
81 (102)	<b>Manna Kadar Beauty</b> 16 Technology Drive, Ste. 102 Irvine 92618-2323 Website: mannakadarcosmetics.com Email: manna@mannakadarbeauty.com		\$7 40%	11 10%	12 0%	100%	Beauty products: cosmetics, bath and body, men's, pet, natural products	2012	Manna Kadar Manna Kadar founder/CEO (949) 679-4075	
82 (86)	<b>Two Roads Professional Resources Inc.</b> 5122 Bolsa Ave., Ste. 110 Huntington Beach 92649-1050 Website: 2roads.com Email: tgotts@2roads.com		\$7 <sup>(1)</sup> NA	42 -7%	65 <sup>(1)</sup> NA	51% <sup>(1)</sup>	Technical staffing company	1996	Tammy Gottschalk Tammy Gottschalk president (714) 901-3804/(714) 901-3814	
83 (NR)	<b>Alliance Resource Group</b> 2525 Main St., Ste. 440 Irvine 92614-6681 Website: allianceresourcegroup.com Email: info@allianceresourcegroup.com		\$6.8 58%	38 -16%	38 -16%	100%	Executive search and temporary staffing firm	2003	Jennifer Hannigan Jennifer Hannigan founder/CEO (949) 250-1600/(949) 250-1180	
84 (NR)	<b>Brandtailors</b> 1501 Quail St., Ste. 210 Newport Beach 92660-2740 Website: brandtailors.com Email: info@brandtailors.com		\$6.5 50%	19 6%	19 6%	100%	Marketing and advertising firm	1989	Cheril Hendry Cheril Hendry CEO (949) 442-0500/(949) 271-5316	

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# THE LIST

# WOMEN-OWNED BUSINESSES

## ► NEXT WEEK'S LIST

Tenant-Improvement Contractors

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85 (89)	<b>Spa Gregorie's</b> 200 Newport Center Drive, Ste. 111 Newport Beach 92660-7501 Website: spagregories.com Email: angela@spagregories.com		\$6.3 2%	55 -5%	55 -5%	76%	Spa and wellness facilities	1998	Angela Cortright/Chuck Cortright/Scott Duncan Angela Cortright principal/president (949) 644-6672/(949) 644-6323	
86 (92)	<b>Loan Administration Network Inc. (LANI)</b> 18952 MacArthur Blvd., Ste. 315 Irvine 92612-1401 Website: lani.com Email: charlene_nichols@lani.com		\$6.1 2%	11 0%	11 0%	100%	Staffing services specializing in banking, title/ escrow, mortgage, credit unions, accounting, healthcare, insurance, sales, admin, executive, information technology	1992	Charlene Nichols Charlene Nichols president (949) 752-5246/(949) 752-5329	
87 (91)	<b>Air Flow Mechanical Inc.</b> 5120 E. La Palma Ave., Ste. 203 Anaheim 92807-2091 Website: airflowmech.com Email: info@airflowmech.com		\$6.1 <sup>(1)</sup> NA	21 <sup>(1)</sup> NA	21 <sup>(1)</sup> NA	100% <sup>(1)</sup>	HVAC contractor	1974	Jennie Schuster Jennie Schuster CEO/president (714) 463-4596/(714) 463-4719	
88 (92)	<b>HJI Group Corp.</b> 3200 Park Center Drive, Ste. 1180 Costa Mesa 92626-7139 Website: hjigroup.com Email: joeyliu@hjigroup.com		\$6 <sup>(1)</sup> NA	9 <sup>(1)</sup> NA	9 <sup>(1)</sup> NA	51% <sup>(1)</sup>	Engineering consulting and project management services	1992	Hong Jiang Hong Jiang chairman (714) 557-8800/(714) 557-8805	
88 (99)	<b>Idea Hall</b> 611 Anton Blvd., Ste. 140 Costa Mesa 92626-7005 Website: ideahall.com Email: rebecca@ideahall.com		\$6 15%	24 4%	24 -8%	100% <sup>(1)</sup>	Branding, marketing and public relations agency	2003	Rebecca Hall Rebecca Hall CEO/president (714) 436-0855/(714) 263-8772	
90 (31)	<b>Mattson Resources LLC</b> 959 South Coast Drive, Ste. 300 Costa Mesa 92626-7855 Website: mattsonresources.com Email: support@mattsonresources.com		\$6 14%	35 <sup>(1)</sup> NA	35 NA	100% <sup>(1)</sup>	Staffing and recruiting agency, payroll services	2007	Jean Weiner Lori Singer VP, operations (714) 881-1850/(714) 557-1349	
91 (85)	<b>NPI Services Inc.</b> 1580 Corporate Drive, Ste. 124 Costa Mesa 92626-1460 Website: npiservices.com Email: sales@npiservices.com		\$5.7 -19%	15 0%	15 0%	100%	Electronics manufacturing services company for the aerospace, medical and industrial telecommunications industries	1998	Judy Greenspon Judy Greenspon founder/CEO (714) 850-0550/(714) 850-1513	
92 (96)	<b>C3 Technology Services</b> 1536 E. Warner Ave. Santa Ana 92705-5474 Website: c3technology.services Email: info@c3os.com		\$5.6 4%	30 0%	30 0%	51%	Business level electronic products, IT services	1994	Tricia Sanchez Tricia Sanchez/Tony Sanchez principal/president (714) 689-1700/(844) 514-0219	
93 (101)	<b>Aireps Inc.</b> 1529 N. Harmony Circle Anaheim 92807-6003 Website: isellair.com Email: info@isellair.com		\$5.6 8%	10 -17%	10 -29%	100%	Stocking distributor of military and commercial aerospace parts along with a small machine shop for obsolete and "hard-to-find" parts	2000	Sheri Chaffin Weir Sheri Chaffin Weir CEO (714) 777-9850/(714) 777-9860	
94 (103)	<b>Smarty Social Media</b> 8502 E. Chapman Ave., Ste. 441 Orange 92869-2461 Website: smartysocialmedia.com Email: jami@smartysm.com		\$5.5 11%	10 100%	10 0%	100%	Social media and digital marketing agency	2013	Jami Eidsvold Jami Eidsvold founder/CEO (714) 609-4665	
95 (95)	<b>MacKenzie Corp.</b> 9 Rancho Circle Lake Forest 92630-8324 Website: mackenziecorp.com Email: jatkens@mackenziecorp.com		\$5.4 <sup>(1)</sup> NA	14 0%	14 0%	96%	Customer experience strategy, data analysis, market research, voice of the customer programs	1985	Jenny Dinnen/Katie Rucker Jenny Dinnen/Katie Rucker president, sales and marketing/ president, operations (949) 789-2960/(949) 789-0634	
96 (98)	<b>Synergy Direct Response</b> 130 E. Alton Ave. Santa Ana 92707-4415 Website: synergydr.com Email: eanderson@synergydr.com		\$5.3 <sup>(1)</sup> NA	30 <sup>(1)</sup> NA	40 <sup>(1)</sup> NA	51% <sup>(1)</sup>	Direct response marketing services	2004	Cynthia L. Rogers/John Rogers Cynthia L. Rogers CEO/president (714) 824-3789/(714) 824-3785	
97 (NR)	<b>BioMedGPS LLC/SmartTRAK</b> 3943 Irvine Blvd., Ste. 150 Irvine 92602-2400 Website: smarttrak.com Email: info@smarttrak.com		\$5.2 13%	3 0%	15 -6%	100%	Business intelligence solution that networks an organization with real-time market data and analysis for use by life science corporations to increase proficiency, improve productivity and reduce cost	2008	Sharon O'Reilly Sharon O'Reilly founder/CEO/president	

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