

OC's Fastest-Growing Private Companies Enjoy 56% Growth

Local Employee Count Climbs 18%; 60 Entries

By PETER J. BRENNAN

Orange County's fastest-growing private companies continued to post amazing revenue growth despite the pandemic that slowed down many companies last year.

This year's list of the 60 fastest-growing private companies in OC saw their combined revenue climb to \$23.9 billion for the trailing 12 months ended June 30, a 56% rise from two years ago. While more firms were on last year's list, 87, they grew their combined revenue at a slower pace, 36%.

Their sales grew at a faster pace than their base of OC employees, which increased to 11,035, up 18% from two years ago.

The city with the fastest growers is again Irvine, which claimed 14 of the top spots. That compares with nine in Santa Ana, five in Newport Beach and four each in Costa Mesa, Orange and Tustin.

Twenty of Orange County's 34 cities had at least one fast-growing company on the list.

The list of fastest-growing companies is diverse, ranging from structural concrete maker **Largo Concrete Inc.** of Tustin to managed technology servicer **TeamLogic IT** of Mission Viejo to beauty products supplier **Manna Kadar Beauty** of Irvine.

The Business Journal divides the list into three categories: large companies reporting more than \$100 million in annual sales; mid-size companies with sales between \$10 million to \$100 million; and small companies



Orange's SA Recycling sees two-year growth of nearly 40%, revenue now tops \$2.2B

with sales under \$10 million.

The companies on the midsize list reported the highest two-year growth, 70%, followed by smallest companies list, 61%, and 55% among the biggest companies.

Rankings are based on revenue growth reported between June 30, 2019 and June 30, 2021. Companies needed to post two-year growth of 15% or more to qualify for the list.

What follows are just some of the highlights seen in the trio of lists in this week's Special Report:

Notables

■ Costa Mesa's **SmartFinancial**, an insurance marketing firm, reported the fastest overall growth rate, 360% to \$92 million.

"What unites this team is the mission we're on—to help people save money on insurance," co-founder and Chief Executive **Lev Barinskiy** told the Business Journal during a visit to his office earlier this year.

"Our ability to bring insurance products to the masses and allow people to save money—everybody can feel and touch the benefits of their labor."

■ The fastest grower on the large company list was Tustin's **New American Funding**, which climbed 303% to \$1.4 billion.

Patty Arvielo, the co-founder and president of the mortgage originator along with her husband, **Rick Arvielo**, is slated to be the keynote speaker at the Business Journal's annual **Women in Business Awards**, scheduled for Oct. 28 at the **Irvine Marriott**.

■ Anaheim's **Fresh N' Lean**, which prepares organic prepared meals, reported a 276% jump in sales to \$100 million, good for No. 2 on the large company list (see story, page 1). It's aiming to become a billion-dollar company via a new food-making facility in Nevada.

■ This week's Leader Board on page 85 features excerpts from **CoolSys Inc.** CEO **Adam Coffey's** latest book, "**The Exit Strategy Playbook**." CoolSys, a provider of air conditioning and heating units, reported two-year sales growth of 52% to \$630 million, good for the No. 9 spot on the large companies list.

■ Revenue at **Spinnaker Investment Group** of Newport Beach continued to accelerate, growing 41% to \$3.5 million, good for No. 10 on the small companies list. Last year, it reported a 31% rise.

■ Irvine's **Americor Funding Inc.**, a provider of debt solutions for consumers, continued its torrid growth, climbing 193% to \$142 million, No. 4 on the large companies list. A year ago, it led the midsize company list by increasing sales 492%.

■ Santa Ana's **Salas O'Brien**, an engineering firm that's been on an acquisition streak, reported 55% growth to \$174 million. Last year, it had 87% sales growth.

■ **Alliant Insurance Services Inc.** of Newport Beach in 2017 surpassed \$1 billion in annual sales. This year, it surpassed \$2 billion, reporting a 38% rise to \$2.03 billion. ■

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THE LIST FASTEST-GROWING PRIVATE COMPANIES



PATTY ARVIELO
Co-Founder and President
New American Funding



MICHAEL CHEGINI
CEO
e-PlanSoft



MARK DELP
President
Impact Wealth Management



MANNA KADAR
CEO
Manna Kadar Beauty



THIENAN PFEIFFER
CEO and President
Glenn Lukos Associates Inc.



MANU SHAH
CEO
M S International Inc.

THE LIST FASTEST-GROWING LARGE PRIVATE COMPANIES

▶ NEXT WEEK'S LIST Insurance Brokers

RANKED BY TWO-YEAR REVENUE GROWTH

Rank	Company •Address	Company logo	Two-year revenue growth	Revenue for the 12 months ended			OC employees as of	Company/product description	Top local official(s) •Title •Phone/fax	Photo
				6/30/2021	6/30/2020	6/30/2019				
1	New American Funding 14511 Myford Road, Ste. 100 Tustin 92780-7057 Website: newamericanfunding.com Email: awards@nafinc.com		303.4%	\$1.4 billion	\$705.2 million	\$336.8 million	1,221 1,172 844	Mortgage Lending	Rick Arvielo/Patty Arvielo co-founder, CEO/co-founder, president (800) 450-2010/(949) 861-6007	
2	Fresh N' Lean 333 N. Euclid Way Anaheim 92801-6738 Website: freshnlean.com Email: info@nutritioncorp.com		275.9%	\$100 million	\$62.8 million	\$26.6 million	450 410 205	Ready-to-eat meal delivery service	Laureen Asseo/Thomas Asseo founder, co-CEO/co-CEO (888) 420-4080	
3	P&P Imports LLC 17352 Derian Ave. Irvine 92614-5816 Website: pandpimports.com Email: info@pandpimports.com		220.9%	\$104 million	\$59.2 million	\$32.4 million	43 39 23	Designer and distributor of outdoor games, sporting goods and premium pool floats	Peter Tanoury/Peter Engler partners (650) 488-8270	
4	Americor Funding Inc. 18200 Von Karman Ave., Ste. 600 Irvine 92612 Website: americor.com Email: pr@americor.com		193%	\$142.3 million ⁽¹⁾	\$87.5 million ⁽¹⁾	\$48.6 million ⁽¹⁾	367 ⁽¹⁾ 317 ⁽¹⁾ 167 ⁽¹⁾	Finance technology company providing debt and lending solutions	Benny Ganatra CEO (866) 333-8686	
5	M S International Inc. 2095 N. Batavia St. Orange 92865-3101 Website: msisurfaces.com Email: neha@msisurfaces.com		68.7%	\$2.1 billion	\$1.4 billion	\$1.2 billion	486 438 397	Nationwide distributor of flooring, countertop, wall tile and hardscaping	Manu Shah CEO (714) 685-7500/(714) 685-7600	
6	Ware Malcomb 10 Edelman Irvine 92618-4312 Website: waremalcomb.com Email: mrodgers@waremalcomb.com		56%	\$182 million	\$145.7 million	\$116.7 million	260 219 180	Architecture, planning, interior design, civil engineering, branding and building measurement services to corporate, commercial/residential developer and public/institutional clients	Ken Wink/Lawrence R. Armstrong/Jay Todisco CEO/chairman/president (949) 660-9128/(949) 863-1581	
7	Salas O'Brien 3700 S. Susan St., Ste. 150 Santa Ana 92704-7918 Website: salasobrien.com		54.9%	\$174 million	\$137.5 million	\$112.3 million	52 45 45	Engineering, facility planning, and commissioning firm	Darin Anderson chairman/CEO (949) 517-4900	
8	Allied Universal 1551 N. Tustin Ave., Ste. 650 Santa Ana 92705-8664 Website: aus.com Email: stevejonesceo@aus.com		54.8%	\$11.3 billion ⁽¹⁾	\$8.5 billion ⁽¹⁾	\$7.3 billion ⁽¹⁾	4,134 4,149 4,015	Manned guarding services, highly advanced integrated tech solutions, risk advisory and consulting, security and safety training, event services, staffing and janitorial services	Steve Jones chairman/CEO (714) 619-9700/(714) 619-9701	
9	CoolSys 145 S. State College Blvd., Ste. 200 Brea 92821-5806 Website: coolsys.com Email: info@coolsys.com		51.8%	\$630 million	\$500 million	\$415 million	550 650 550	Refrigeration, HVAC, engineering, and energy solutions company	Adam Coffey CEO/president (714) 510-9500/(714) 701-8912	
10	TeamLogic IT 26722 Plaza Mission Viejo 92691-8051 Website: teamlogicit.com Email: pspaan@teamlogicit.com		50.6%	\$108.1 million	\$88.8 million	\$71.8 million	50 50 50	Managed IT services and computer support for businesses	Don F. Lowe/Dan Shapero CEO/president (949) 582-6300/(949) 348-5010	
11	SA Recycling 2411 N. Glassell St. Orange 92865-2705 Website: sarecycling.com		38.8%	\$2.2 billion	\$1.2 billion	\$1.6 billion	340 352 350	Metal recycling	George Adams/Mark Sweetman/ Tyler Adams/Terry Adams CEO/COO/executive VP, business development (714) 632-2000/(714) 630-5836	
12	Alliant Insurance Services Inc. 1301 Dove St., Ste. 200 Newport Beach 92660-2436 Website: alliant.com Email: marcomm@alliant.com		38.2%	\$2 billion	\$1.7 billion	\$1.5 billion	320 327 306	Commercial insurance brokerage and employee benefits consulting firm	Thomas W. Corbett chairman/CEO (949) 756-0271	
13	Millie and Severson Inc. 3601 Serpentine Drive Los Alamitos 90720-0399 Website: mandsinc.com Email: info@mandsinc.com		33%	\$519 million	\$419.6 million	\$390.2 million	146 133 111	General contractor specializing in healthcare, medical office, office, industrial, institutional, hospitality, senior living, tenant improvements	Jon E. Severson president (562) 493-3611/(562) 598-6871	
14	UST⁽²⁾ 5 Polaris Way Aliso Viejo 92656-5356 Website: ust.com Email: media.relations@ust.com		20%	\$1.2 billion ⁽¹⁾	\$1.1 billion ⁽¹⁾	\$1 billion ⁽¹⁾	150 ⁽¹⁾ 172 ⁽¹⁾ 177 ⁽¹⁾	IT services provider	Krishna Sudheendra CEO (949) 716-8757/(949) 777-6286	
15	Largo Concrete Inc. 2741 Walnut Ave. Tustin 92780-7037 Website: largoconcrete.com Email: info@largoconcrete.com		19.6%	\$610 million	\$580 million	\$510 million	117 115 100	Structural concrete: formwork, pumping, place and finish, masonry, and design-build parking structures	Ken Long president (714) 731-3600/(714) 731-4800	

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⁽¹⁾ Business Journal estimate
⁽²⁾ Previously listed as UST Global Inc.

THE LIST FASTEST-GROWING MIDSIZE PRIVATE COMPANIES

▶ NEXT WEEK'S LIST Insurance Brokers

RANKED BY TWO-YEAR REVENUE GROWTH

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				6/30/2021	6/30/2020	6/30/2019				
1	SmartFinancial 1901 Newport Blvd., Ste. 300 Costa Mesa 92627-2278 Website: smartfinancial.com Email: michael@smartfinancial.com		360%	\$92 million ⁽¹⁾	\$40 million ⁽¹⁾	\$20 million ⁽¹⁾	250 200 100	Digital insurance marketplace	Lev Barinskiy/Nathan Kropp CEO/COO (877) 323-7750	
2	Figpin Collect Awesome Inc. 14 Goodyear, Ste. 120 Irvine 92618-3756 Website: figpin.com Email: travis@figpin.com		233.3%	\$14.7 million ⁽¹⁾	\$9 million ⁽¹⁾	\$4.4 million ⁽¹⁾	7 ⁽¹⁾ 7 ⁽¹⁾ 7 ⁽¹⁾	Maker of collectible enamel pins licensed with every major movie studio and gaming company, NBA, MLB	Travis Oliver/Amado Batour CEO/chief product officer (949) 350-9957	
3	Max Interactive Inc. 17752 Mitchell N., Ste. D Irvine 92614-6802 Website: maxcases.com Email: info@maxcases.com		206%	\$38.5 million	\$13.9 million	\$12.6 million	19 18 18	Device protection manufacturer	Cameron Moore/Ai Giazonn founder, president/CEO (888) 799-6837/(714) 656-2227	
4	Impact Wealth Management⁽²⁾ 300 Spectrum Center Drive, Ste. 845 Irvine 92618-4995 Website: impactwm.com Email: delp.mark@gmail.com		184.1%	\$10.3 million	\$9.1 million	\$3.6 million	22 20 20	Comprehensive wealth management	Mark Delp president (949) 681-2435/(949) 502-5206	
5	Pedego Electric Bikes 11310 Slater Ave. Fountain Valley 92708-5441 Website: pedegoelectricbikes.com Email: dondico@aol.com		180.5%	\$58.4 million	\$24 million	\$20.8 million	41 29 44	Electric bicycles available for sales, rentals and tours	Don DiCostanzo CEO (800) 646-8604	
6	OEM Materials & Supplies Inc. 1500 Ritchey St. Santa Ana 92705-4731 Website: oemmaterials.com Email: wendy@oemmaterials.com		165.2%	\$11.6 million	\$6.1 million	\$4.4 million	20 20 15	Packaging, PPE, janitorial supplies, vendor managed inventory services with just-in-time inventory programs	Wendy R. King CEO (714) 564-9600	
<div style="background-color: #333; color: white; padding: 10px;"> <h2 style="margin: 0;">withum⁺ More Than CPAs.</h2> <p style="margin: 0;">Trusted Advisors Offering Smart Business Solutions Learn more at withum.com/more-than-cpas</p> </div>										
7	Vertos Medical 95 Enterprise, Ste. 325 Aliso Viejo 92656-2612 Website: vertosmed.com Email: rcolbert@vertosmed.com		156.1%	\$20 million	\$11.2 million	\$7.8 million	92 ⁽¹⁾ 71 ⁽¹⁾ 55 ⁽¹⁾	Medical device maker that treats lumbar spinal stenosis	Eric Wichems/Rebecca Colbert CEO, president/CFO, COO (949) 349-0008	
8	Planet DDS 3990 Westerly Place, Ste. 200 Newport Beach 92660-2312 Website: planetdds.com Email: info@planetdds.com		124%	\$25.3 million	\$13.4 million	\$11.3 million	56 43 55	Cloud-based dental practice management software and services for dental groups and solo practices	Eric Giesecke CEO (800) 861-5098/(714) 242-2060	
9	Suntsu Electronics Inc. 142 Technology Drive, Ste.150 Irvine 92618-2429 Website: suntsu.com Email: sales@suntsu.com		105.5%	\$25.8 million	\$9.9 million	\$12.6 million	25 26 26	Manufacturer and distributor of electronics including frequency control, interconnect, electromechanical, antennas, and PCBs	Casey Conlan CEO (949) 783-7300/(949) 783-7301	
10	Vision33 Inc. 6 Hughes, Ste. 220 Irvine 92618-2063 Website: vision33.com Email: contact@vision33.com		101.6%	\$83.8 million ⁽¹⁾	\$44.1 million ⁽¹⁾	\$41.5 million ⁽¹⁾	36 ⁽¹⁾ 30 ⁽¹⁾ 34 ⁽¹⁾	IT professional services consultancy	Alex Rooney VP, US Region (949) 420-3300	
11	Glenn Lukos Associates Inc. 1940 E. Deere Ave., Ste. 250 Santa Ana 92705-5737 Website: wetlandpermitting.com Email: tly@wetlandpermitting.com		100%	\$12 million ⁽¹⁾	\$6.5 million ⁽¹⁾	\$6 million ⁽¹⁾	28 26 26	Biological and habitat restoration environmental consulting	Thienan Pfeiffer CEO/president (949) 340-9088	
12	Ahtna Design-Build Inc. 3200 El Camino Real, Ste. 240 Irvine 92602-1381 Website: ahtnadb.com Email: corourke@ahtna.net		92.5%	\$64.8 million	\$44.3 million	\$33.6 million	27 18 18	Civil and marine construction, construction management, and environmental remediation services	Craig O'Rourke CEO/president (714) 824-3470/(714) 824-3474	

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⁽¹⁾ Business Journal estimate

⁽²⁾ Previously listed as Your Wealth Effect

Highlight provided for fee

Researched by Meghan Kliever

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THE LIST FASTEST-GROWING MIDSIZE PRIVATE COMPANIES

▶ NEXT WEEK'S LIST Insurance Brokers

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RANKED BY TWO-YEAR REVENUE GROWTH

Rank	Company •Address	Company logo	Two-year revenue growth	Revenue for the 12 months ended			OC employees as of 6/30/2021 6/30/2020 6/30/2019	Company/product description	Top local official(s) •Title •Phone/fax	Image
				6/30/2021	6/30/2020	6/30/2019				
13	Phelps United LLC 3183 Red Hill Ave. Costa Mesa 92626-3401 Website: phelpsunited.com Email: info@phelpsunited.com		77.5%	\$56.5 million	\$43.2 million	\$31.8 million	55 55 56	Provider of B2B and B2C channels to technology and electronics manufacturers	Larry Weng CEO (888) 800-5928	
14	Howard's 901 E. Imperial Highway La Habra 90631-7469 Website: howards.com		71.8%	\$95.1 million ⁽¹⁾	\$71.3 million ⁽¹⁾	\$55.3 million ⁽¹⁾	145 ⁽¹⁾ 137 ⁽¹⁾ 142 ⁽¹⁾	Appliance retailer	John Riddle/Kathy Genovese CEO, president/COO (657) 217-6690	
15	SmartBug Media Inc. 2618 San Miguel Drive, Ste. 216 Newport Beach 92660-5437 Website: smartbugmedia.com Email: ryan@smartbugmedia.com		68.8%	\$17.3 million	\$13.2 million	\$10.2 million	4 3 4	Marketing agency specializing in digital marketing, web development, PR, CRM enablement, and marketing automation	Ryan Malone/Julia Feldman CEO/general counsel (949) 236-6448	
16	Woodside Credit 895 Dove St., Ste. 100 Newport Beach 92660-2944 Website: woodsidecredit.com Email: info@woodsidecredit.com		62.1%	\$19.9 million ⁽¹⁾	\$13.9 million ⁽¹⁾	\$12.3 million ⁽¹⁾	45 36 34	Classic and exotic car financing	Mitch Shatzen president/COO (949) 717-5100/(800) 717-5177	
17	Zadara Inc. 9245 Research Drive Irvine 92618-4286 Website: zadara.com Email: lauren.koszarek@zadara.com		54.1%	\$27.6 million	\$25.2 million	\$17.9 million	86 120 36	Enterprise edge cloud services	Nelson Nahum CEO (949) 251-0360	
18	Optimum Employer Solutions LLC 2530 Red Hill Ave., Ste. 200 Santa Ana 92705-5595 Website: optimumhr.net Email: keving@optimumhr.net		51.2%	\$35.4 million	\$30.4 million	\$23.4 million	26 24 22	Human resource outsourcing firm	Kevin Gramian CEO/president (949) 650-7800	
19	Numa Networks 400 N. Tustin Ave., Ste. 240 Santa Ana 92705-3854 Website: numanetworks.com Email: warren@numanetworks.com		38%	\$10.2 million ⁽¹⁾	\$8.7 million ⁽¹⁾	\$7.4 million ⁽¹⁾	30 ⁽¹⁾ 34 ⁽¹⁾ 30 ⁽¹⁾	Managed service provider of IT support services, backup, security and cloud	Warren Hino president (714) 455-3900	
20	TechMD 3750 S. Susan St. Santa Ana 92704-6949 Website: techmd.com Email: info@techmd.com		33.9%	\$11.2 million	\$10.8 million	\$8.3 million	53 51 58	IT solutions firm that specializes in cloud solutions, cybersecurity services, strategic IT consulting and managed IT services	Sebastian Igrati CEO (888) 883-2463	
21	B2B Staffing Services Inc. 1 Orchard Road, Ste. 145 Lake Forest 92630-8314 Website: b2bstaffingservices.com Email: brian@b2bstaffingservices.com		31.6%	\$16.1 million	\$10.5 million	\$12.2 million	19 ⁽¹⁾ 15 ⁽¹⁾ 23 ⁽¹⁾	Staffing agency, healthcare staffing, desktop migration services, payroll services	Brian Wigdor/Bruce Underwood president/VP, CFO (714) 243-4104/(714) 462-9915	
22	LCPtracker Inc. 117 E. Chapman Ave. Orange 92866-1401 Website: lcptracker.com Email: info@lcptracker.com		31.6%	\$15.1 million ⁽¹⁾	\$13.4 million ⁽¹⁾	\$11.5 million ⁽¹⁾	104 ⁽¹⁾ 69 ⁽¹⁾ 65 ⁽¹⁾	Cloud-based software solutions for construction site compliance management, certified payroll, workforce reporting and development	Mark Douglas CEO (714) 669-0052/(562) 684-0145	
23	Verys LLC 1251 E. Dyer Road, Ste. 210 Santa Ana 92705-5660 Website: verys.com Email: mike@verys.com		28.1%	\$30.1 million	\$25.1 million	\$23.5 million	227 185 163	Designs, builds and manages custom web and mobile applications and enterprise software	Mike Zerkel/Chris Antonius president/CEO (949) 751-6085	
24	Esplanade Builders Inc. 3002 Dow Ave., Ste. 102 Tustin 92780-7247 Website: esplanadebuilders.com Email: info@esplanadebuilders.com		25.8%	\$39 million	\$37 million	\$31 million	17 16 12	Commercial office tenant improvement/construction	Greg Guba VP (949) 556-4930/(310) 783-7665	
25	MatterHackers Inc. 20321 Valencia Circle Lake Forest 92630-8159 Website: matterhackers.com Email: michael.hulse@matterhackers.com		24.1%	\$24 million ⁽¹⁾	\$25.1 million ⁽¹⁾	\$19.4 million ⁽¹⁾	62 53 57	3D printing products	Lars Brubaker/Kevin Pope/Mike Hulse CEO/COO/CFO (949) 613-5838	
26	Wood Gutmann & Bogart Insurance Brokers 15901 Red Hill Ave. Tustin 92780-7318 Website: wgbib.com Email: kathleenk@wgbib.com		23.4%	\$39.5 million	\$34.4 million	\$32 million	124 119 114	Risk management, insurance, and employee benefits consulting for businesses; private client solutions	Kevin S. Bogart CEO (714) 824-8309	
27	iBASEt 27442 Portola Parkway, Ste. 300 Foothill Ranch 92610-2822 Website: ibaset.com Email: inquiry@ibaset.com		23.1%	\$32 million ⁽¹⁾	\$28 million ⁽¹⁾	\$26 million ⁽¹⁾	65 ⁽¹⁾ 65 ⁽¹⁾ 75 ⁽¹⁾	Provider of manufacturing, quality, and MRO solutions that enable digital continuity across the enterprise	Naveen Poonian CEO (949) 598-5200/(949) 598-2600	

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Researched by Meghan Kliever

⁽¹⁾ Business Journal estimate

■ Highlight provided for fee

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THE LIST

FASTEST-GROWING MIDSIZE PRIVATE COMPANIES

► **NEXT WEEK'S LIST**
Insurance Brokers

► From page 40

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				6/30/2021	6/30/2020	6/30/2019				
28	SureCo Healthcare & Technology 201 E. Sandpointe Ave., Ste. 600 Santa Ana 92707-8700 Website: sureco.com Email: marketing@sureco.com		23%	\$15.6 million	\$14.9 million	\$12.7 million	134 94 63	Health insurance agency	Matthew Young Kim CEO (866) 235-5515/(866) 660-4082	
29	First Financial Equipment Leasing 750 The City Drive S., Ste. 300 Orange 92868-6905 Website: ffequipmentleasing.com Email: info@ffequipmentleasing.com		21.7%	\$50.5 million	\$44.5 million	\$41.5 million	30 27 21	Healthcare, IT, capital equipment and material handling lessor	Richard Stebbins/Tom Slevin co-founders, co-CEOs (714) 646-1600/(714) 646-1601	
30	CBC Bancorp 19752 MacArthur Blvd. Irvine 92612-2422 Website: cbc.com		21.2%	\$60.4 million	\$50.5 million	\$49.8 million	102 99 98	Bank holding company of Commercial Bank of California	Ash Patel CEO/president/chairman (714) 431-7000	
31	Prince Organization 18620 Seabiscuit Run Yorba Linda 92886-2669 Email: satolani@hotmail.com		18.4%	\$35.3 million	\$33.6 million	\$29.8 million	11 14 12	Hospitality lodging	Sunil Tolani CEO (714) 496-3476/(714) 777-3182	
32	Profit Recovery Partners LLC 2995 Red Hill Ave., Ste. 200 Costa Mesa 92626-5984 Website: prpllc.com Email: dons@prpllc.com		15.8%	\$24.8 million	\$23 million	\$21.4 million	103 ⁽¹⁾ 101 ⁽¹⁾ 101 ⁽¹⁾	Cost reduction services	Donald Steiner CEO (714) 617-3900/(714) 617-3910	

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⁽¹⁾ Business Journal estimate

Researched by Meghan Kliewer

THE LIST FASTEST-GROWING SMALL PRIVATE COMPANIES

▶ NEXT WEEK'S LIST Insurance Brokers

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				6/30/2021	6/30/2020	6/30/2019				
1	e-PlanSoft 220 Technology Drive, Ste. 220 Irvine 92618 Website: eplansoft.com Email: info@eplansoft.com		144.1%	\$4.4 million	\$2.5 million	\$1.8 million	27 19 18	Cloud-based electronic document review software that assists with plan review, design review, product review, construction, and asset review management in real-time	Michael Chegini/Jon Changkachith/Sholeh Noori CEO/CTO/chief administrative officer (877) 654-3752	
2	The Buddy Group 2940 Randolph Ave., Ste. A Costa Mesa 92626-4389 Website: thebuddygroup.com Email: pete@thebuddygroup.com		132.4%	\$4.6 million	\$2.3 million	\$2 million	30 12 6	Digital marketing agency	Pete Deutschman founder/chief innovation officer (949) 468-0042/(949) 951-1310	
3	Omega Accounting Solutions 27601 Forbes Road, Ste. 13 Laguna Niguel 92677-1237 Website: omega-accounting.com Email: admin@omega-accounting.com		117.9%	\$2.9 million ⁽¹⁾	\$1.3 million ⁽¹⁾	\$1.3 million ⁽¹⁾	28 13 9	Fractional accounting services, business intelligence consulting, tax incentives	Jay Woods founder/president (949) 348-2433	
4	CGS Business Solutions 30290 Rancho Viejo Road, Ste. 103 San Juan Capistrano 92675-1565 Website: cgs-it.net Email: info@cgs-it.net		112%	\$4.5 million ⁽¹⁾	\$3.1 million ⁽¹⁾	\$2.1 million ⁽¹⁾	11 ⁽¹⁾ 11 ⁽¹⁾ 9 ⁽¹⁾	IT business solutions, staffing and consulting services	Nick Chavis CEO/president (949) 385-2069	
5	Doing Good Works 12 Mauchly, Ste. B Irvine 92618-2395 Website: dgwbranded.com Email: jordanb@doinggoodworks.com		101.7%	\$5.4 million	\$3.1 million	\$2.7 million	17 16 16	Benefit corporation that sells branded merchandise as a way to create resources and job opportunities for young people aging out of foster care	Scott Henderson co-founder/CEO (949) 354-0400	
6	California Coastal Loans 26381 Crown Valley Parkway, Ste. 230 Mission Viejo 92691-6301 Website: cacoastalloans.com Email: dino@cacoastalloans.com		87.7%	\$3.8 million ⁽¹⁾	\$3.2 million ⁽¹⁾	\$2 million ⁽¹⁾	12 13 9	Mortgage broker	Dino Katsiametis owner/broker (949) 720-1616/(949) 266-5718	
7	Orange Aluminum Corp. 23982 Cormorant Lane Laguna Niguel 92677-1356 Website: orangealuminum.com Email: cameron@orangealuminum.com		66.6%	\$9.3 million	\$7.7 million	\$5.6 million	18 ⁽¹⁾ 17 ⁽¹⁾ 10 ⁽¹⁾	Architectural and structural aluminum supplier	Cameron Munson/Tiffany Munson president/brand manager (714) 464-2181/(714) 771-1221	
8	Apex Golf Carts 23252 Del Lago Drive, Ste. E Laguna Hills 92653-1359 Website: apexgolfcarts.com Email: sales@apexgolfcarts.com		48%	\$3.3 million	\$2.7 million	\$2.3 million	7 6 6	Sales of new, used and custom-built golf carts; short and long term golf cart rentals; maintenance service and repairs	Caius Griu CEO (949) 340-1555/(949) 393-7020	
9	Serve First Solutions Inc. 10938 Portal Drive Los Alamitos 90720-2519 Website: serve-first.com Email: info@serve-first.com		43.9%	\$9 million	\$7 million	\$6.3 million	28 25 23	Electronic payment processing	Robert Beaton/Matthew Greco president/partner (714) 236-9011/(714) 503-6961	
10	Spinnaker Investment Group 4100 MacArthur, Ste. 120 Newport Beach 92660-2063 Website: spinninvest.com Email: morgan@spinninvest.com		40.7%	\$3.5 million	\$2.7 million	\$2.5 million	10 7 7	Financial services	Morgan R. Christen CEO (949) 396-6703	
11	Manna Kadar Beauty 16 Technology Drive, Ste. 102 Irvine 92618-2323 Website: mannakadarcosmetics.com Email: manna@mannakadarbeauty.com		38.5%	\$9 million	\$7.5 million	\$6.5 million	12 10 10	Beauty products: cosmetics, bath and body, men's, pet, natural products	Manna Kadar CEO (949) 679-4075	
12	Method Technologies Inc. 10805 Holder St., Ste. 100 Cypress 90630-5145 Website: mtinc.net Email: info@mtinc.net		37.8%	\$5.2 million	\$4.6 million	\$3.8 million	35 31 25	Technology consulting and support firm; provides managed IT services, computer support, phone systems and VoIP solutions, and voice and data cabling	Aaron Tuomala CEO (844) 463-8463/(714) 733-6301	
13	Continental Industries Inc. 1025 N. Armando St. Anaheim 92806-2606 Website: continental-ind.net Email: jeff@continental-ind.net		25.6%	\$9 million	\$7.1 million	\$7.2 million	49 49 48	Precision sheet metal fabrication	Jeff Hayden/Tami Hayden CEO, president/CFO (714) 632-9190	

Photos show the first top official listed.
 Note: 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. Unless otherwise noted, the information on this list was provided by the companies themselves. List may not be reprinted without permission of the editor.
⁽¹⁾ Business Journal estimate
 Researched by Meghan Kliever