

Largest Private Companies Report 25% Jump in Sales

ECONOMY: \$100B for 35 firms; Allied ranks No. 1

■ By PETER J. BRENNAN

Orange County's biggest private companies are getting bigger.

The 35 companies on the Business Journal's annual list reported a 25% jump in revenue to \$100 billion last year. That compares to a 1% gain in revenue in 2020 and a 3.1% increase in 2019.

The boom was widespread—19 increased their sales, including 14 by more than double digits.

Santa Ana-based **Allied Universal's** accounted for half of the \$20 billion sales gain on the list after more than doubling its annual sales to \$19 billion following its acquisition last year of London-based firm **G4S** for \$5.1 billion, and securing the top spot on the list.

Global Chairman and Chief Executive **Steve Jones** last year told the Business Journal the company plans to continue to expand to \$25 billion in annual sales by 2026. The company has made several big acquisitions in recent months, including Israeli-based **Attenti Group**, one of the world's leading electronic monitoring companies, which has more than \$150 million in sales in 35 countries.

"This acquisition gives Allied Universal Electronic Monitoring Services a global footprint and an established platform for continued growth in North America, which is the world's largest opportunity for electronic monitoring," Jones said at the time.



Alliant relocated its HQ to Irvine last year

Falling to No. 2 was Fountain Valley's **Kingston Technology Corp.**, which was founded in 1987 by **David Sun** and **John Tu**, with \$15 billion in sales, up 8.7%. The maker of memory chips received a boost during the pandemic when gamers, work-from-home employees and other users of its products were cooped up indoors.

It also continued introducing new products such as a "pocket-sized" portable external hard drive and a new line of memory chips for gamers called "Fury."

Alliant Boom

The Business Journal's annual list includes those with at least \$500 million in annual sales.

Irvine once again was the most popular with 13 calling the city its headquarters, followed by Newport Beach with five and Orange with three.

The 35 firms reported companywide employment rose about 1.2% to 993,278.

Allied made up the biggest portion of that company employee count; the world's largest private security firm counts more than 800,000 employees, including 5,980 in Orange County, up 22% from a year ago.

The list indicates private companies are back in hiring mode in Orange County, where their employments increased 5.4% to 34,107. In 2020, the local employee number fell 1.3%.

The biggest local employee gainer by percentage was No. 9 **Alliant Insurance Services Inc.**, which reported local employment jumped 63% to 507. A year ago, the firm made its largest acquisition ever by purchasing Huntington Beach-based **Confie**, the largest personal lines insurance distributor in the U.S.

"They have over a million customers that they do business with," Alliant Chairman and CEO **Tom Corbett** told the Business Journal last September. "We think we can expand their product offerings."

The LIST
Private Companies
p32

Notables

■ **Pacific Life Insurance Co.** claimed the No. 3 position as revenue jumped 18% to \$13.7 billion.

The Newport Beach-based company said the increase was due to investment returns, more retirement options and its life insurance unit.

"2021 was a dynamic and eventful year for Pacific Life," new Chief Executive **Darryl Button** said in the company's annual report.

Button took over from **Jim Morris**, who retired April 1 after almost 40 years with the company.

■ No. 18 **Aviation Capital Group**, one of the

world's biggest lessors of commercial aircraft, looks ready to take off again as its revenue increased 3% to \$1 billion after falling 15% in 2020 as the travel industry was heavily hit. Aviation Capital was previously part of Pacific Life, which sold the unit for an estimated \$3 billion to minority stockholder **Tokyo Century Corp.**

■ The largest gainer on the list was **Passco Cos.**, an Irvine-based developer and real estate apartment investor with nearly 14,500 units in its portfolio. Its revenue more than doubled to \$1.8 billion, as it climbed from No. 24 to No. 12.

"Last year was our busiest ever with \$1.7 billion in transactional volume," Vice President of Corporate Marketing **Stacy Stemen** told the Business Journal in a recent interview.

■ Another fast gainer was Orange-based **SA Recycling**, where revenue also doubled to \$3.1 billion.

The company has been on an acquisition spree in the past decade, making it one of the biggest scrap metal companies in the U.S., with more than 125 recycling facilities located throughout California, Texas and the southeastern U.S.

■ The pandemic caused **Pacific Dental Services** founder and CEO **Stephen Thorne** to miss his 2020 goal of \$2 billion in annual sales that year and to lay off 8,000 of his then 13,000 employees.

"At certain points in your career, you wonder if you're going to make it," said Thorne in May when he won a **Business Journal's Excellence in Entrepreneurship Award**.

Not to worry—Thorne made that goal in 2021 as sales rebounded 28% to \$2 billion. ■

THE LIST PRIVATE COMPANIES



STEVE JONES
Global Chairman and CEO
Allied Universal



WILLIAM O. PASSO
Founder and CEO
Passco Cos.



JONI R. ROGERS-KANTE
Founder and CEO
SeneGence



LYNSI SNYDER
President
In-N-Out Burger Inc.



KRISHNA SUDHEENDRA
CEO
UST

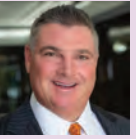







JOHN TU
Co-Founder and CEO
Kingston Technology Co.

THE LIST PRIVATE COMPANIES


▶ NEXT WEEK'S LISTS *Accounting Firms / Mgmt. Consultants*




RANKED BY REVENUE

Rank	Company	Revenue for 12 months ended Dec. 31, 2021	OC employees	Companywide employees	Company/product description	Year established	Top local official(s)	
Prev. Rank	•Address	•yearly % change	•yearly % change	•yearly % change			•Title	•Phone/fax
	Company logo							
1 (3)	Allied Universal 1551 N. Tustin Ave., Ste. 650 Santa Ana 92705-8664 Website: aus.com Email: stevejonesceo@aus.com	\$19 billion 124%	5,980 22%	800,000 0%	Manned guarding services, highly advanced integrated tech solutions, risk advisory and consulting, security and safety training, event services, staffing and janitorial services	1967	Steve Jones global chairman/CEO (714) 619-9700/(714) 619-9701	
2 (1)	Kingston Technology Co. 17600 Newhope St. Fountain Valley 92708-4220 Website: kingston.com Email: pr@kingston.com	\$15 billion 9%	600 -8%	3,200 -11%	Maker of PC and server memory, flash memory products, SSD, embedded solutions, gaming memory	1987	John Tu/David Sun co-founder, CEO/co-founder, COO (714) 435-2600/(714) 435-2699	
3 (2)	Pacific Life Insurance Co. 700 Newport Center Drive Newport Beach 92660-6397 Website: pacificlife.com Email: info@pacificlife.com	\$13.7 billion 18%	1,725 -3%	4,107 7%	Life insurance products; annuities; mutual funds; and investment products and services to individuals, businesses, and pension plans	1868	Darryl Button CEO/president (949) 219-3011	
4 (4)	Automobile Club of Southern California 3333 Fairview Road Costa Mesa 92626-1610 Website: aaa.com	\$6.9 billion 2%	3,700 0%	14,479 3%	Insurance, travel, automotive and financial services	1900	John Boyle CEO/president (714) 885-2320	
5 (5)	Golden State Foods Corp. 18301 Von Karman Ave., Ste. 1100 Irvine 92612-1009 Website: goldenstatefoods.com Email: jheffington@goldenstatefoods.com	\$5 billion 10%	130 18%	6,240 3%	Food manufacturer and distributor	1947	Mark Wetterau chairman/CEO (949) 247-8000/(949) 247-8092	
6 (6)	Irvine Company 550 Newport Center Drive Newport Beach 92660-7010 Website: irvinecompany.com Email: information@irvinecompany.com	\$3.5 billion ⁽¹⁾ NA	2,400 ⁽¹⁾ NA	4,860 ⁽¹⁾ NA	Real estate owner, developer	1864	Donald Bren chairman (949) 720-2000	

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7 (7)	Wilson Automotive 1400 N. Tustin St. Orange 92867-3995 Website: wilsonautomotive.com Email: vikkimurphy@drivewilson.com	\$3.2 billion 27%	1,079 -2%	2,113 0%	Automotive dealerships	1983	David W. Wilson owner/CEO (714) 516-3108/(714) 997-9200	
8 (12)	SA Recycling 2411 N. Glassell St. Orange 92865-2705 Website: sarecycling.com	\$3.1 billion 118%	372 2%	3,073 41%	Metal recycling	2007	George Adams Jr./Mark Sweetman/ Terry Adams/Tyler Adams CEO, president/CFO, executive VP/ executive VP, business development/ COO, executive VP (714) 632-2000/(714) 630-5836	
9 (8)	Alliant Insurance Services Inc. 18100 Von Karman Ave., 10th floor Irvine 92612-0169 Website: alliant.com Email: marcomm@alliant.com	\$2.9 billion 62%	507 63%	9,519 104%	Commercial insurance brokerage and employee benefits consulting firm	1925	Thomas W. Corbett/Greg Zimmer/Peter Carpenter chairman, CEO/president/COO (949) 756-0271	
10 (10)	Fitness International LLC 3161 Michelson Drive, Ste. 600 Irvine 92612-4400 Website: lafitness.com Email: contact@fitnessintl.com	\$2.2 billion ⁽¹⁾ NA	1,100 ⁽¹⁾ NA	24,000 ⁽¹⁾ NA	Health club operator	1984	Louis Welch co-CEO/president (949) 255-7200	
11 (11)	Pacific Dental Services 17000 Red Hill Ave. Irvine 92614-5626 Website: pacificdentalservices.com Email: info@pacificdentalservices.com	\$2 billion 28%	1,200 ⁽¹⁾ NA	12,000 1%	Dental business support organization providing business and administrative services	1994	Stephen E. Thorne IV founder/CEO/president (714) 845-8500/(949) 250-0510	
12 (24)	Passco Cos. 2050 Main St., Ste. 650 Irvine 92614-8265 Website: passco.com Email: sstemem@passco.com	\$1.8 billion 123%	47 12%	65 16%	Real estate firm specializing in the acquisition, development and management of multifamily and commercial properties throughout the U.S.	1998	William O. Passo founder/CEO (949) 442-1000	













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⁽¹⁾ Business Journal estimate

THE LIST


PRIVATE COMPANIES

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13	M S International Inc. 2095 N. Batavia St. Orange 92865-3101 Website: msisurfaces.com Email: neha@msisurfaces.com		\$1.7 billion ⁽¹⁾ NA	475 ⁽¹⁾ NA	2,600 ⁽¹⁾ NA	Nationwide distributor of flooring, countertop, wall tile and hardscaping	1975	Manu Shah CEO (714) 685-7500/(714) 685-7600	
14	In-N-Out Burger Inc. 4199 Campus Drive, ninth floor Irvine 92612-8604 Website: in-n-out.com		\$1.7 billion ⁽²⁾ 12%	2,969 8%	30,770 ⁽¹⁾ NA	Restaurant chain operator	1948	Lynsi Snyder president (949) 509-6200/(949) 854-3675	
15	UST 5 Polaris Way Aliso Viejo 92656-5356 Website: ust.com Email: info@ust.com		\$1.4 billion 17%	150 0%	30,000 15%	Digital solutions provider	1999	Krishna Sudheendra CEO (949) 716-8757/(949) 777-6286	
16	New American Funding 14511 Myford Road, Ste. 100 Tustin 92780-7057 Website: newamericanfunding.com Email: awards@nafinc.com		\$1.3 billion ⁽¹⁾ NA	1,330 ⁽¹⁾ NA	4,930 ⁽¹⁾ NA	Mortgage Lending	2003	Rick Arvielo/Patty Arvielo CEO/president (800) 450-2010/(949) 861-6007	
17	Trace3 Inc. 7565 Irvine Center Drive, Ste. 200 Irvine 92618-4919 Website: trace3.com		\$1.2 billion ⁽¹⁾ NA	150 ⁽¹⁾ NA	820 ⁽¹⁾ NA	IT consultancy and service provider	2001	Tyler Beecher/Rich Fennessy executive chairman/CEO (949) 333-2300/(949) 333-2400	
18	Aviation Capital Group⁽³⁾ 840 Newport Center Drive, Ste. 300 Newport Beach 92660-6385 Website: aviationcapitalgroup.com Email: gordon.grant@aviationcapital.com		\$1 billion 3%	85 6%	117 -6%	Aircraft operating lessor	1989	Tom G. Baker CEO/president (949) 219-4664/(949) 759-5675	

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19	Tuttle-Click Automotive Group 41 Auto Center Drive Irvine 92618-2802 Website: tuttleclick.com Email: tngo@tuttleclick.com		\$1 billion 18%	437 2%	1,245 -3%	Automotive dealerships	1946	Christopher Cotter president (949) 598-4800/(949) 830-0980	
20	Northgate González Market 1201 N. Magnolia Ave. Anaheim 92801-2609 Website: northgatemarket.com Email: website@northgatemarkets.com		\$1 billion ⁽¹⁾ NA	2,100 ⁽¹⁾ NA	5,900 ⁽¹⁾ NA	Hispanic grocery and food chain	1980	Miguel González co-president (714) 778-3784/(714) 778-3295	
20	SeneGence 19651 Alter Foothill Ranch 92610-2507 Website: senegence.com Email: info@senegence.com		\$1 billion ⁽¹⁾ NA	128 0%	213 -6%	Direct sales company specializing in long-lasting, anti-aging color cosmetics and skincare products	1999	Joni R. Rogers-Kante founder/CEO (949) 521-6161	
20	Smile Brands Inc. 100 Spectrum Center Drive, Ste. 1500 Irvine 92618-4984 Website: smilebrands.com Email: contactus@smilebrands.com		\$1 billion ⁽¹⁾ NA	675 ⁽¹⁾ NA	8,000 ⁽¹⁾ NA	Dental management services	1998	Steven C. Bilt CEO (714) 668-1300	
20	ViewSonic Corp. 10 Pointe Drive Brea 92821-7620 Website: viewsonic.com		\$1 billion ⁽¹⁾ NA	103 16%	1,242 13%	Hardware and software solutions that include monitors, projectors, digital signage, ViewBoard interactive displays and myViewBoard software ecosystem	1987	Jeff Volpe president, ViewSonic Americas (909) 444-8888/(909) 468-1240	
24	Shelly Automotive Group 9881 Research Drive Irvine 92618-4304 Website: shellyautomotive.com Email: judy@shellygroup.com		\$882.3 million 50%	231 -9%	731 -7%	Automotive dealerships	1999	Damon Shelly chairman/CEO (949) 380-1200	

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⁽²⁾ Revenue obtained from Chicago-based Technomic
⁽³⁾ Company is independently operated in Newport Beach

⁽¹⁾ Business Journal estimate

Researched by Meghan Kliever






▶ Continued on page 34


THE LIST PRIVATE COMPANIES

► NEXT WEEK'S LISTS *Accounting Firms / Mgmt. Consultants*


► From page 33

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	Company logo							
25 (31)	KPRS Construction Services Inc. 2850 Saturn St. Brea 92821-6201 Website: kprsinc.com Email: joels@kprsinc.com	\$850 million 40%	300 7%	350 17%	General contractor	1998	Joel Stensby founder/president (714) 672-0800/(714) 672-0871	
26 (23)	Olen Properties Corp. 7 Corporate Plaza Newport Beach 92660-7904 Website: olenproperties.com	\$800 million ⁽¹⁾ NA	112 ⁽¹⁾ NA	620 ⁽¹⁾ NA	Real estate developer, investor and operator/ property manager, other non-real estate equity investments	1973	Igor M. Olenicoff president (949) 644-6536	
27 (26)	Stremicks Heritage Foods LLC 4002 Westminster Ave. Santa Ana 92703-1310 Website: heritage-foods.com Email: contactus@heritage-foods.com	\$720 million ⁽¹⁾ NA	240 ⁽¹⁾ NA	975 ⁽¹⁾ NA	Maker, distributor of dairy products, juices, soy, soups, nondairy products, protein, almond and coconut	1916	Louis J. Stremick CEO (714) 775-5000/(714) 775-7677	
28 (25)	KBS 800 Newport Center Drive, Ste. 700 Newport Beach 92660-6420 Website: kbs.com Email: info@kbs.com	\$706.4 million -4%	75 -21%	85 -19%	Commercial real estate owner, operator, investment adviser	1992	Charles J. Schreiber Jr. president/chairman (949) 417-6500/(949) 417-6501	
29 (27)	American Advisors Group 18200 Von Karman Ave., Ste. 300 Irvine 92612-1016 Website: aag.com Email: lwillis@aag.com	\$700 million 0%	571 -24%	1,800 20%	Reverse mortgage lending	2004	Reza Jahangiri CEO (866) 948-0003	
30 (35)	Ganahl Lumber Co. 1220 E. Ball Road Anaheim 92805-5921 Website: ganahlumber.com Email: contact@ganahl.com	\$666.8 million ⁽⁴⁾ 33%	650 -2%	950 -1%	Retail lumber, building materials, hardware	1884	Peter J. Ganahl CEO (714) 772-5444/(714) 772-0639	



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31 (33)	Applied Medical Resources Corp. 22872 Avenida Empresa Rancho Santa Margarita 92688-2650 Website: appliedmedical.com Email: contact@appliedmedical.com	\$650 million 19%	3,569 13%	5,123 14%	Medical device maker	1987	Said Hilal CEO (949) 713-8000/(949) 713-8200	
32 (30)	Largo Concrete Inc. 2741 Walnut Ave. Tustin 92780-7037 Website: largoconcrete.com Email: info@largoconcrete.com	\$643.3 million ⁽⁵⁾ 3%	252 1%	2,400 19%	Structural concrete: formwork, pumping, place and finish, masonry, and design-build parking structures	1989	Ken Long president (714) 731-3600/(714) 731-4800	
33 (29)	Piercey Automotive Group/Honda World 16901 Millikan Ave. Irvine 92606-5011 Website: pierceyautogroup.com Email: rdus@pierceyautogroup.com	\$630 million ⁽¹⁾ NA	130 ⁽¹⁾ NA	785 ⁽¹⁾ NA	Automobile sales and service	1991	William Piercey/Tom Chadwell CEO/COO, CFO (949) 396-6000/(949) 396-6005	
34 (34)	Kofax Inc. 15211 Laguna Canyon Road Irvine 92618-3146 Website: kofax.com Email: info@kofax.com	\$553.7 million 5%	135 -5%	1,966 4%	Supplier of Intelligent Automation software to automate and digitally transform end-to-end business operations	1985	Reynolds C. Bish CEO (949) 727-1733/(949) 727-3144	
35 (NR)	California Pizza Kitchen 575 Anton Blvd., Ste. 100 Costa Mesa 92626-7672 Website: cpk.com	\$500 million ⁽¹⁾ NA	400 ⁽¹⁾ NA	8,000 NA	Restaurant chain operator	1985	Jim Hyatt CEO/president (800) 919-3227	

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⁽¹⁾ Business Journal estimate

⁽⁴⁾ Revenue for 12 months ended Oct. 31, 2021

⁽⁵⁾ Revenue for 12 months ended Sept. 30, 2021

Researched by Meghan Kliever