

SAN DIEGO BUSINESS JOURNAL

FASTEST GROWING PRIVATE COMPANIES

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ANDREW ARROYO REAL ESTATE



Andrew Arroyo, the founder of Andrew Arroyo Real Estate (AARE), has brought his business goals and life mission together. Through his agency he sells homes in all price ranges and his team strives to relieve the stress people often feel when they move. The company's core values are clear communication, honesty and trust and Arroyo and his associates work to treat people so well that they'll return when it's time for them to find a new home. Long-term relationships are the key factor in the company's success. The business consists of three main components: a residential real estate agency, a financial investment advisory and the company's philanthropic arm, the Eye of a Needle Foundation. Incorporated in 2003, AARE's culture is based on biblical, moral and ethical principles.

One of Arroyo's special interests is helping newly formed nonprofit organizations succeed. "We found that there is a great need from small nonprofits that already are in existence," he said. "They need help from someone with business skills who can teach them about marketing and help them build a (governing) board. They have a vision and a heart to do something great in San Diego."

PRESIDENT/CEO » Andrew Arroyo

LOCATION » 1020 Prospect St., Suite 350, La Jolla 92037

2013 REVENUE » \$1.61 million

2011 – 2013 GROWTH » 318.62 percent

NO. OF LOCAL FULL-TIME EMPLOYEES » 38

WEBSITE » www.aare.org

"THE COMPANY CURRENTLY DONATES 12 PERCENT OF ITS PROFITS TO CHARITY. WE STARTED WITH 1 PERCENT. EACH YEAR IT HAS GONE UP. OUR GOAL IS BY 2020 TO BE GIVING AWAY 20 PERCENT OF OUR PROFITS."

FASTEST-GROWING PRIVATE COMPANIES

Ranked by percent of verified revenue growth from 2011 to 2013

Rank	Company Address Website	Telephone Fax	Percent Growth in revenue from 2011-2013	Revenue: (millions) 2013 2012 2011	Local full-time employees as of Feb. 1: • 2014 • 2013 • 2012	Business description	•CEO •CFO	Year established locally
1	Tower Paddle Boards 845 Garnet Ave., San Diego 92109 www.towerpaddleboards.com	866-622-4477	1,062.22	\$2.99 \$1.61 \$0.26	6 4 2	E-commerce and manufacturing: action sports	Stephan Aarstol Stephan Aarstol	2010
2	iGrad Inc. 2163 Newcastle Ave., Suite 100, Cardiff-by-the-Sea 92007 www.iGrad.com	888-694-4723	973.1	\$2.31 \$0.92 \$0.22	18 12 7	Financial literacy platform	Rob LaBrecche Kris Alban	2010
3	Reliant Funding 10505 Sorrento Valley Road, San Diego 92121 www.callreliant.com	888-792-1992	722.19	\$5.97 \$2.1 \$0.73	32 21 8	Small business funding, financial services	Adam Stettner Adam Stettner	2008
4	Wright Brothers Inc. 750 B St., Suite 2880, San Diego 92101 www.wrightbrosinc.com	949-395-8559	410.23	\$1.07 \$0.52 \$0.21	5 3 2	Real estate marketing	Casey Wright Corey Wright	2005
5	Mteli 1550 Hotel Circle N., Suite 120, San Diego 92108 www.mteli.com	619-295-0022	374.81	\$2.97 \$1.06 \$0.62	11 4 4	Software solution provider	Paul Rahilly Michael Berthelot	2008
6	AARE - Andrew Arroyo Real Estate 1020 Prospect St., Suite 350, La Jolla 92037 www.aare.org	858-342-9292	318.62	\$1.61 \$0.53 \$0.38	38 23 11	Residential real estate	Andrew Arroyo Andrew Arroyo	2003
7	PhotoBin 10045 Mesa Rim Road, San Diego 92121 www.photobin.com	858-869-9000	295.09	\$6.46 \$5.81 \$1.63	57 62 38	Digital photo imaging services	Steve Weber Wes Lindquist	2008
8	Grace Digital Inc. 10531 4S Commons Drive, Suite 166, San Diego 92127 www.gracedigital.com	858-602-3670	287.06	\$18.85 \$9.86 \$4.87	15 10 8	Consumer electronics	Greg Fadul Jim Palmer	2007
9	TransPower 13000 Danielson St., Suite D, Poway 92064 www.transpowerusa.com	858-248-4255	281.09	\$4.51 \$2.65 \$1.18	21 14 7	Convert large vehicles to operate on battery-electric and hybrid-electric power, build stationary battery energy storage	Michael Simon Michael Simon	2010
10	ZTelco 9105 Chesapeake Drive, San Diego 92123 www.ztelco.com	858-565-2155	265.11	\$2.1 \$1.13 \$0.58	8 8 1	Telecommunications	Jake Hansen Wesley Lindquist	2005
11	Prime Mortgage Loans 2635 Camino Del Rio S., Suite 201, San Diego 92108 www.primemortgageloans.net	619-327-2202	263.52	\$1.48 \$1.83 \$0.41	4 6 8	Mortgage real estate	Masud Sarwary Masud Sarwary	2010
12	Pacific Sotheby's International Realty 2850 Womble Road, Suite 102, San Diego 92106 www.pacificsothebysrealty.com	619-269-2266	248.83	\$32.68 \$13.37 \$9.37	445 290 179	Residential real estate	Brian Arrington Steve Games Nyda Jones-Church	2010
13	Consolidated Construction Services Inc. 2195 Faraday, Suite B, Carlsbad 92008 www.c2si.us	760-429-4171	214.31	\$2.9 \$0.89 \$0.92	22 6 4	Reconstruction, construction management, facilities maintenance, janitorial, lighting	Lee Adams Jeannie Adams	2008
14	Baker Electric Solar⁽¹⁾ 1298 Pacific Oaks Place, Escondido 92029 www.bakerelectricsolar.com	877-543-8765	204.43	\$29.38 \$28.47 \$9.65	271 97 58	Designs, builds and installs solar energy systems for home, business and utility-scale projects	Ted Baker Brian Millate	2007
15	Agile IT 4660 La Jolla Village Drive, Suite 500, San Diego 92122 www.agileit.com	619-292-0800	202.62	\$1.65 \$0.84 \$0.54	17 11 8	Information technology and software consulting	John Gilham Heather Austin	2006
16	Golden Shine Cleaning Agency 402 W. Broadway, Suite 4017, San Diego 92101 www.goldenshine.com	858-705-4115	195.55	\$1.57 \$0.93 \$0.53	7 2 1	Domestic referral agency	Matthew Rall Chris Rall	2009
17	Paradigm Mechanical Corp. 6550 Federal Blvd., Lemon Grove 91945 www.pmccontracting.com	619-456-4562	194.4	\$5.25 \$4.32 \$1.78	28 24 18	HVAC mechanical contractor	Melinda Dicharry Melinda Dicharry	2010
18	Digital Operative Inc. 3990 Old Town Ave., Suite C300, San Diego 92110 www.digitaloperative.com	619-795-0630	190.38	\$2.41 \$1.57 \$0.83	25 21 13	Digital marketing agency: e-commerce, strategy, design, UX, development, marketing	BJ Cook Adam Levenson	2008
19	SCRAM of California Inc. 402 W. Broadway, Suite 400, San Diego 92101 www.scramca.com	619-237-0300	181.47	\$1.7 \$0.79 \$0.6	8 4 3	Alcohol monitoring	Aaron Fleisher Nancy Brzezniak	2010
20	Internet Marketing Inc. 10620 Treena St., Suite 250, San Diego 92131 www.internetmarketinginc.com	619-606-5155	179.04	\$17.83 \$13.68 \$6.39	75 65 42	Digital media	Brent Gleeson Brandon Fishman Kathleen Redding	2007
21	Vavi Inc. 1940 Garnet Ave., Suite 110, San Diego 92109 www.govavi.com	858-273-3485	165.23	\$8.02 \$3.61 \$3.02	26 13 10	Sporting and social event entertainment	Steve Stoloff Latane Meade	2002
22	Ultimovalue 9520 Black Mountain Road, Suite D, San Diego 92126 www.ultimovalue.com	858-848-5977	162.12	\$7.39 \$5.99 \$2.82	13 6 2	E-commerce	Ozgur Gorur Ozgur Gorur	2006
23	PayLease LLC 9330 Scranton Road, Suite 450, San Diego 92121 www.paylease.com	858-657-9391	156.65	\$19.82 \$12.07 \$7.72	81 59 34	Financial services	Dave Dutch Yann Phung Jim Kelly	2003
24	Integrated Practice Solutions Inc. 9265 Sky Park Court, Suite 200, San Diego 92123 www.chirotouch.com	619-528-0040	156.54	\$22.55 \$14.02 \$8.79	82 53 39	Software	Robert Moberg Stephen Throop	2004
25	R3 Strategic Support Group Inc. 875 Orange Ave., Suite 210, Coronado 92118 www.r3ssg.com	800-418-2040	154.03	\$7.25 \$4.29 \$2.85	59 26 19	Support for defense organizations	David Sadler Donna Peralta	2008
26	Alpha Mechanical Inc. 4885 Greencraig Lane, San Diego 92123 www.alpha-mechanical.com	858-279-1300	149.46	\$45.1 \$35.82 \$18.08	293 280 165	Construction and service in heating, ventilation, air conditioning and plumbing	Boris Barshak Renee Poulson	1991
27	InsideUp Inc. 9245 Activity Road, Suite 105, San Diego 92126 www.insideup.com	858-397-5735	145.65	\$1.43 \$1.02 \$0.58	12 5 2	Business-to-business marketing	Asad Haroon Cheryle Connelly	2009
28	Foundation Escrow Company Inc. 2635 Camino Del Rio S., Suite 204, San Diego 92108 www.foundationescrow.com	619-327-2202	136.66	\$1.44 \$1.58 \$0.61	10 9 5	Escrow real estate	Masud Sarwary Masud Sarwary	2007

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

wnd Would not disclose

Notes: To be considered for the list, companies must be privately held, based in San Diego County and have earned at least \$200,000 in revenue in 2011. 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.

Sources: The companies, CPA attestation letters and San Diego Business Journal list files.

(1) Data includes their dba companies Baker Electric Inc. and NB Baker Electric Inc.

Researched by Leslie Fulton

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FASTEST-GROWING PRIVATE COMPANIES

Ranked by percent of verified revenue growth from 2011 to 2013

Continued from page A29

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29	Dobi & Associates Inc. 2835 Camino del Rio S., Suite 200, San Diego 92108 www.dobicloseouts.com	619-299-0490	132.9	\$12.54 \$11.42 \$5.38	7 6 5	Wholesaler	Glen Dobi Penny VanBaale	2004
30	Thompson Search 5375 Mira Sorrento Place, Suite 400, San Diego 92121 www.thompsonsearch.com	858-452-1200	130.56	\$0.96 \$0.39 \$0.42	2 2 2	Recruiting and placing professionals in accounting and finance on a permanent and interim basis	Judy Thompson Judy Thompson	1981
31	Ad-Juster Inc. 12700 Stowe Drive, Suite 280, Poway 92064 www.ad-juster.com	858-679-0513	129.79	\$4.11 \$2.76 \$1.79	18 22 9	Software enterprise, ad discrepancy reconciliation	Michael Lewis Christine Yang	2007
32	D&K Engineering Inc. 15890 Bernardo Center Drive, San Diego 92127 www.dkengineering.com	858-376-2500	122.69	\$82.43 \$63.66 \$37.02	278 255 175	Engineering, manufacturing	Scott Dennis Jody Zevenbergen	1999
33	True Champions Inc. 5234 Cushman Place, Unit 200, San Diego 92110 www.truechampions.net	619-276-6999	121.3	\$5.68 \$3.32 \$2.57	21 15 13	Construction	Rich Garcia Ryan Saathoff	1996
34	CPC Strategy 2820 Camino del Rio S., San Diego 92108 www.cpcstrategy.com	619-980-1425	117.91	\$2.05 \$1.33 \$0.94	21 19 13	Internet marketing	Rick Backus Nii Ahene	2007
35	Sonic Boom Wellness 5963 La Place Court, Suite 100, Carlsbad 92008 www.sonicboomwellness.com	760-438-1600	117.36	\$3.47 \$2.2 \$1.6	24 16 11	Health and wellness	Danna Korn Bryan Van Noy Ryan Saathoff	2007
36	Wireless Workforce Inc. P.O. Box 3209, Escondido 92033 www.thewirelessworkforce.com	760-297-1007	116.99	\$4.67 \$2.98 \$2.15	28 29 18	Wireless employment	Lisa Pachuta Paul Pachuta Wesley Lindquist	2006
37	Tuscany Pavers Inc. 335 W. Ninth Ave., Escondido 92025 www.tuscanypavers.com	866-596-4092	116.2	\$4.04 \$2.56 \$1.87	15 13 8	Outdoor paving construction	Jason Erdos Mary Ann Erdos	2008
38	Bop Design 5055 N. Harbor Drive, Suite 200, San Diego 92106 www.bopdesign.com	619-330-0730	112.63	\$0.64 \$0.46 \$0.3	7 6 4	Marketing, Web design	Kara Jensen Katie Sterling	2007
39	MCT Trading Inc. 350 10th Ave., Suite 850, San Diego 92101 www.mct-trading.com	619-543-5111	111.61	\$9.3 \$7.04 \$4.39	36 26 17	Financial services	Curtis Richins Phil Rasori	2001
40	Credit Union Leasing of America 3111 Camino del Rio N., Suite 203, San Diego 92108 www.cula.com	619-516-3900	107.26	\$10.6 \$7.65 \$5.12	9 9 9	Financial services	Terry Bowdler Louise Klinke	1988
41	Guild Mortgage Co. 5898 Copley Drive, San Diego 92111 www.guildmortgage.com	619-560-6330	106.31	\$369.96 \$374.34 \$179.32	469 431 350	Mortgage banking	Mary Ann McGarry Terry Schmidt	1960
42	ThunderActive⁽¹⁾ 2920 North Park Way, San Diego 92104 www.thunderactive.com	619-618-2396	105.92	\$0.97 \$0.61 \$0.47	13 7 8	Interactive marketing agency	Maxwell Thomas Phillip Wright	2007
43	Motive Interactive Inc. 6020 Cornerstone Court W., Suite 350, San Diego 92121 www.motiveinteractive.com	858-677-0792	104.13	\$19.11 \$17.33 \$9.36	22 23 23	Performance-based mobile and online advertising network	Brendan Smith John Teotico	2005
44	Interpreters Unlimited Inc. 11199 Sorrento Valley Road, Suite 203, San Diego 92121 www.interpretersunlimited.com	858-866-1130	102.9	\$14 \$7.2 \$6.9	24 23 25	Foreign language interpretation and translation	Sayed Ali Sayed Ali	1970
45	Republic Moving and Storage 2311 Boswell Road, Chula Vista 91914 www.republicmoving.com	619-591-0070	101.78	\$13.75 \$9.39 \$6.81	48 35 24	Domestic and international household goods transportation	Bill Lovejoy Linda McElroy	2008
46	Momentum Billing 13400 Sabre Springs Parkway, Suite 150, San Diego 92128 www.momentumbilling.com	866-875-6527	99.27	\$1.24 \$0.88 \$0.62	9 7 5	Health care services and software	Monty Miller Monty Miller	2008
47	M2 Consulting Corp. 2488 Historic Decatur Road, Suite 130, San Diego 92106 www.m2consultingcorp.com	619-894-7487	99.02	\$4.13 \$1.84 \$2.08	19 15 15	Defense contractor	Nelson Tum Ryan Marovich Kelli Marovich	2003
48	Pure Financial Advisors Inc. 3131 Camino del Rio N., Suite 1550, San Diego 92108 www.purefinancial.com	619-814-4100	98.65	\$8.22 \$5.83 \$4.14	35 29 22	Retirement planning, asset management	Michael Fenison Alan Clopine	2007
49	The Cydio Group Inc. 591 Camino de la Reina, Suite 1150, San Diego 92108 www.cydio.com	619-573-4848	97.4	\$3.81 \$3.46 \$1.93	41 35 30	Technical staffing	Curt Sterling Kimberly Sitz	2006
50	LaCantina Doors 3817 Ocean Ranch Blvd., Suite 114, Oceanside 92056 www.lacantinadoors.com	760-734-1590	96.55	\$16.85 \$11.07 \$8.58	80 50 42	Manufacturing	Matthew Power Alex Garthwaite	2003
51	Seamgen 919 Fourth Ave., Suite 200, San Diego 92101 www.seamgen.com	619-819-7456	95.83	\$4.37 \$3.75 \$2.23	37 15 9	Software application design and development	Marc Alringer wnd	2008
52	Proven Solutions Inc. 9444 Waples St., Suite 440, San Diego 92121 www.proveninc.com	858-412-1111	94.85	\$18.9 \$13.7 \$9.7	30 40 35	Staffing	Louis Song Ingram Losner	2007
53	On-site Tech Support 616 Stevens Ave., Suite B, Solana Beach 92075 www.on-sitetechsupport.com	619-717-8070	94.52	\$0.56 \$0.39 \$0.29	3 3 1	Information technology consulting and management	Scott Smeltzer Sharon Smeltzer	2004
54	Underground Elephant 600 B St., Suite 1300, San Diego 92101 www.undergroundelephant.com	858-356-6024	90.43	\$44 \$24.41 \$23.11	79 54 75	Marketing	Jason Kulpa William Huff	2008
55	Atlas General Insurance Services LLC 4365 Executive Drive, Suite 400, San Diego 92121 www.atlas.us.com	858-529-6700	89.66	\$27.5 \$19.3 \$14.5	63 53 40	General insurance agency	Bill Trzos Brad Perilman	2009
56	Xpera Group 153 N. Highway 101, Suite 103, Solana Beach 92075 www.xperagroup.com	858-436-7770	89.07	\$4.03 \$3.8 \$2.13	15 14 6	Construction consulting	Ted Bumgardner John McGinnis	2009
57	J Public Relations Inc. 1620 Fifth Ave., Suite 700, San Diego 92101 www.jpublicrelations.com	619-255-7069	88.68	\$3.33 \$2.62 \$1.76	20 16 13	Public relations, marketing	Jamie Lynn Sigler Lindsey Back	2005
58	National Funding Inc. 9820 Towne Centre Drive, Suite 200, San Diego 92121 www.nationalfunding.com	888-733-2383	84.88	\$26.58 \$18.72 \$14.38	115 68 39	Financial services	David Gilbert Robert Sweeney	1999
59	High Rank Websites Inc. 9810 Scripps Lake Drive, Suite A, San Diego 92131 www.highrankwebsites.com	858-935-9478	83.46	\$4.55 \$3.56 \$2.48	21 20 13	Digital marketing	Michael Perez Michael Perez	2005
60	Visual Communications Company LLC 12780 Danielson Court, Poway 92064 www.vccite.com	858-386-5666	78.69	\$13.35 \$10.43 \$7.47	21 26 9	Manufacturing	Andrew Zanelli Lee Wilcox	1980

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

wnd Would not disclose

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Sources: The companies, CPA attestation letters and San Diego Business Journal list files.

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(1) Listed last year as Thunder SEO.

Continued on page A33

FASTEST-GROWING PRIVATE COMPANIES

Ranked by percent of verified revenue growth from 2011 to 2013

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Rank	Company Address Website	Telephone Fax	Percent Growth in revenue from 2011-2013	Revenue: (millions) 2013 2012 2011	Local full-time employees as of Feb. 1: • 2014 • 2013 • 2012	Business description	• CEO • CFO	Year established locally
61	ICW Group Insurance Companies 11455 El Camino Real, San Diego 92130 www.icwgroup.com	800-877-1111	74.63	\$673.86 \$481.57 \$385.87	293 267 254	Insurance	Kevin Prior Fred Rostamian	1972
62	Cali Bamboo LLC 9365 Waples St., Suite D, San Diego 92121 www.calibamboo.com	858-200-9540	73.67	\$22.46 \$14.56 \$12.93	40 29 25	Green building, construction and home décor	Jeff Goldberg Grant Brisacher	2004
63	Ingenium 2255 Barham Drive, Suite A, Escondido 92029 www.pureingenium.com	760-745-8780	73.22	\$8.89 \$5.71 \$5.13	20 18 14	Environmental services	Heather Dody Gary Lundstedt	2006
64	La Vita Compounding Pharmacy LLC 3978 Sorrento Valley Blvd., Suite 300, San Diego 92121 www.lavitax.com	858-453-2500	72.67	\$2.04 \$1.55 \$1.18	10 10 8	Compounding pharmacy	Debra Hubers Christine Givant Andrew Ruff	2007
65	Web Shop Manager P.O. Box 161201, San Diego 92176 www.webshopmanager.com	619-278-0872	71.98	\$1.93 \$1.61 \$1.12	20 20 12	E-commerce provider	Dana Nevins Dale Payton-Engle Victor Mosso	2003
66	Total Rebalance Expert 8889 Rio San Diego Drive, Suite 202, San Diego 92108 www.trxpert.com	619-294-4879	71.96	\$0.78 \$0.49 \$0.45	6 6 5	Software	Sheryl Rowling Sheryl Rowling	2008
67	CentrexIT 3934 Murphy Canyon Road, Suite B102, San Diego 92123 www.centrexit.com	619-651-8700	71.86	\$2.7 \$2.41 \$1.57	27 18 15	Information technology management and consulting	Dylan Natter Eric Rockwell	2002
68	Simply Biotech 11858 Bernardo Plaza Court, Suite 230, San Diego 92128 www.simplybiotech.com	858-487-0507	70.82	\$2.76 \$2.04 \$1.62	30 30 6	Recruiting and staffing for the biotech industry	Travis Medley Travis Medley	2008
69	Rescue Social Change Group LLC 3436 Ray St., San Diego 92104 www.rescuescg.com	619-231-7555	69.59	\$7.57 \$4.47 \$4.47	30 26 18	Advertising consulting	Jeffrey Jordan Bryan Levy	2005
70	Sullivan Solar Power 8949 Kenamar Drive, Suite 101, San Diego 92121 www.sullivansolarpower.com	858-271-7758	67.26	\$27.91 \$17.93 \$16.69	101 76 65	Renewable energy	Daniel Sullivan Sandra Brown	2004
71	BNoticed 3336 Boundary St., San Diego 92104 www.bnoticed.com	619-255-9300	65.24	\$0.83 \$0.73 \$0.5	3 3 3	Advertising, promotional products	Gregg Taft Gregg Taft	2009
72	Airsis Inc. 9845 Via Pasar, San Diego 92126 www.airsis.com	858-586-0933	65.23	\$7.2 \$5.82 \$4.36	39 28 24	Software for Internet, intranet-extranet, custom solutions, database, maritime, transportation	Dean Rosenberg Michael Lindmark	2005
73	Sentek Global 2811 Nimitz Blvd., Suite G, San Diego 92106 www.sentekglobal.com	619-543-9550	63.75	\$28.71 \$26.21 \$17.54	124 128 127	Technology service provider for the government	Eric Basu Jeff Silva	2001
74	Square Peg Packaging and Printing LLC 5260 Anna Ave., San Diego 92110 www.teamsquarepeg.com	858-486-6000	62.93	\$11.56 \$9.66 \$7.1	19 15 13	Packaging and printing	John Kellogg John Kellogg	2007
75	Stone Brewing Co. 1999 Citracado Parkway, Escondido 92029 www.stonebrewing.com	760-294-7899	62.43	\$136.33 \$103.35 \$83.93	396 323 271	Brewery, restaurant	Greg Koch Craig Spitz	1996
76	3 Blind Mice Window Coverings Inc. 6150 Lusk Blvd., Suite B103, San Diego 92121 www.3blindmiceusa.com	858-452-6100	61.75	\$2.46 \$1.7 \$1.52	12 8 6	Window covering contractor	Scot Dietz Brian Willoughby	2003
77	Bird Rock Systems 9605 Scranton Road, Suite 402, San Diego 92121 www.birdrockusa.com	858-777-1617	61.48	\$10.04 \$7.22 \$6.22	13 7 6	Information technology hardware, software and services	Jim Matteo Jim Matteo	2004
78	XIFIN Inc. 12225 El Camino Real, San Diego 92130 www.xifin.com	858-793-5700	59.26	\$37.74 \$29.22 \$23.7	206 163 140	Health care revenue cycle management	Lale White Craig Kussman	1997
79	Great Ecology 1020 Prospect St., La Jolla 92037 www.greatecology.com	858-750-3201	58.33	\$3.8 \$3.6 \$2.4	28 25 18	Environmental consulting firm specializing in natural resource management and sustainability	Mark Laska Trey Munday	2001
80	Prava Construction Services Inc. 2038 Corte del Nogal, Suite 100, Carlsbad 92011 www.pravacsi.com	760-929-9787	57.26	\$11.31 \$7.59 \$7.19	21 20 20	Commercial construction	Glenn Torrez Denise Maiorano-Torrez	2005
81	Anderson Plumbing Heating and Air⁽¹⁾ 1150 N. Marshall Ave., El Cajon 92020 www.andersonpha.com	619-449-7646	57.22	\$15.38 \$12.4 \$9.78	115 84 76	Plumbing, drains, heating, air conditioning service, repair, replacement	MaryJean Anderson Debbie Williams	1978
82	BuyAutoParts.com 6740 Cobra Way, San Diego 92121 www.buyautoparts.com	858-200-0516	55.61	\$42.17 \$33.81 \$27.1	124 108 71	E-commerce for retail auto parts	Dara Greaney Matt Glauber	1989
83	G2 Software Systems Inc. 4250 Pacific Highway, Suite 125, San Diego 92110 www.g2ss.com	619-222-8025	54.8	\$33.24 \$24.1 \$21.47	136 107 102	Software and engineering services for defense and commercial companies	Georgia Griffiths Bill Long	1989
84	Independent Financial Group LLC 12671 High Bluff Drive, Suite 200, San Diego 92130 www.ifgsd.com	858-436-3180	54.62	\$96.6 \$76.01 \$62.47	52 48 44	Independent broker-dealer	Joe Miller Scott Heising	2003
85	Cask LLC 9350 Waxie Way, Suite 210, San Diego 92123 www.caskllc.com	858-634-6200	54.1	\$18.8 \$16.2 \$12.2	77 79 53	Business, technology management consulting	Liz Guezzale Dave Harding	2004
86	TGG Accounting 10188 Telesis Court, Suite 130, San Diego 92121 www.tgg-accounting.com	760-697-1033	53.53	\$5.22 \$4.75 \$3.4	59 59 56	Managerial accounting firm	Matt Garrett Andrew Ruff	2006
87	Integrated Associates Inc. 4655 Cass St., Suite 202, San Diego 92109 www.integratedassociatesinc.com	858-412-6189	52.58	\$5.06 \$3.59 \$3.31	27 30 18	Information technology recruiting and consulting services	Ethan Gillespie Anthony Moser	2010
88	Payne Pest Management 10625 Scripps Ranch Blvd., Suite F, San Diego 92131 www.paynepestmgmt.com	858-277-2228	51.84	\$6.85 \$5.53 \$4.51	48 43 35	Termite and pest control service provider	Willie Payne Kathleen Payne	2006

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(1) Formerly known as Walter Anderson Plumbing.

Researched by Leslie Fulton

→ Continued on page A35

FASTEST-GROWING PRIVATE COMPANIES

Ranked by percent of verified revenue growth from 2011 to 2013

Continued from page A33

Rank	Company Address Website	Telephone Fax	Percent Growth in revenue from 2011-2013	Revenue: (millions) 2013 2012 2011	Local full-time employees as of Feb. 1: • 2014 • 2013 • 2012	Business description	•CEO •CFO	Year established locally
89	Covario Inc. 9255 Towne Centre Drive, Suite 600, San Diego 92121 www.covario.com	858-397-1500	51.6	\$38.46 \$32.1 \$25.37	133 135 138	Internet search marketing agency	Jeff Johnson Russ Mann Claire Long	2006
90	Priority Moving 9755 Distribution Ave., Suite A, San Diego 92121 www.prioritymoving.com	858-444-1568	50.57	\$3.9 \$3.41 \$2.59	47 40 35	Moving, storage	James Lovejoy Linda McElroy	2002
91	Bekker's Catering 7455 Mission Gorge Road, San Diego 92120 www.bekkerscatering.com	619-287-9027	50.05	\$2.37 \$1.86 \$1.58	20 14 10	Catering company	Olga Worm Jennifer Worm	1958
92	KCD Public Relations Inc. 2760 Fifth Ave., San Diego 92101 www.kcdpr.com	619-955-7759	50.01	\$0.56 \$0.52 \$0.38	5 4 2	Public relations, marketing	Kevin Dinino Kevin Dinino	2009
93	858 Graphics 2010 Hancock St., San Diego 92110 www.858graphics.com	858-583-4667	50	\$2.25 \$2 \$1.5	10 17 22	Printing	Brandon Stapper Tyler Todd	2007
94	Marine Group Boat Works 997 G St., Chula Vista 91910 www.marinegroupbw.com	619-427-6767	49.04	\$38.87 \$25.18 \$26.08	168 195 137	Shipbuilding, repair, maintenance	Herb Engel Laura Machado	1997
95	T.B. Penick & Sons Inc. 15435 Innovation Drive, Suite 100, San Diego 92128 www.tbpenick.com	858-558-1800	48.74	\$275.75 \$165.19 \$185.39	450 450 450	General contractor	Tim Penick John Boyd	1905
96	XL Staffing Inc. 450 Fletcher Parkway, Suite 204, El Cajon 92020 www.xlstaffing.com	619-579-0442	48.33	\$1.33 \$1.13 \$0.9	5 6 8	Employment staffing	Joe Mackey Joe Mackey	1996
97	Anderson Direct Marketing 12650 Danielson Court, Poway 92064 www.andersondm.com	858-413-0300	47.1	\$38.16 \$36.36 \$25.94	146 151 146	Direct marketing	Ted Tietge Randy Dale	1985
98	Peek Packaging Solutions 6221 Yarrow Drive, Carlsbad 92011 www.peakpackaging.com	760-438-1616	45.77	\$7.53 \$5.86 \$5.17	10 8 7	Retail packaging design and supply	Bob Peek Tricia Bangs	2003
99	Titan SEO Inc. 16855 W. Bernardo Drive, Suite 125, San Diego 92127 www.titanseo.com	800-658-7511	44.41	\$4.53 \$3.76 \$3.13	20 19 18	Digital marketing	Danny Sheperd Danny Sheperd	2004
100	Payment Logistics 6265 Greenwich Drive, Suite 110, San Diego 92122 www.paymentlogistics.com	858-200-9630	44.09	\$23.16 \$19.62 \$16.08	24 26 20	Payment processing technology, services	Dustin Niglio Britton Niglio	2003

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


wnd Would not disclose

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FASTEST-GROWING PRIVATE COMPANIES

Honorable mentions listed alphabetically

Company Address Website	Telephone	Local full time employees as of Feb. 1: • 2014 • 2013 • 2012	Business description	• CEO • CFO	Year established locally
ACD Corp. 3132 Tiger Run Court, Carlsbad 92009 www.acdcorp.com	888-403-4223	38 34 11	Insurance claims technology	Ernie Bray Ernie Bray	2003
Acme Safety and Supply Corp. 1616 West Ave., National City 91950 www.acmesafetysupply.com	619-299-5100	24 22 21	Traffic control	Candace Friedman Robert Hamilton	1999
Airsupply Tools Inc. 7544 Trade St., San Diego 92121 www.airsupplytools.com	800-936-2053	12 11 7	Wholesale tools	Sean Hutchens Sean Hutchens	2003
AKT CPAs and Business Consultants LLP 7676 Hazard Center Drive, Suite 1300, San Diego 92108 www.aktcpa.com	619-810-4940	65 64 56	Accounting, tax compliance, consulting, wealth management, employee benefit and retirement planning	Stephen Tatone Ronald Rufener	1949
Castle Breckenridge Management Inc. 5185 Comanche Drive, Suite D, La Mesa 91942 www.cbmgmt.com	619-697-3191	90 85 75	Multiresidential property management	John Kalas Marquis Huntsman	1991
Cavignac & Associates 450 B St., 18th Floor, San Diego 92101 www.cavignac.com	619-234-6848	42 40 40	Risk management, insurance services	Jeffrey Cavignac wnd	1992
Chassis Plans LLC 10123 Carroll Canyon Road, San Diego 92131 www.chassisplans.com	858-571-4330	31 38 35	Rugged computer manufacturer	Marc DeMatteo Todd Mason	1997
Destination Concepts Inc. 4241 Jutland Drive, Suite 200, San Diego 92117 www.destinationconcepts.com	858-274-7979	43 36 29	Meeting and event services for businesses and associations across the U.S.	Brynne Frost Brynne Frost	1998
Diego & Son Printing Inc. 2104 National Ave., San Diego 92113 www.diegoandson.com	619-233-5373	19 17 15	Commercial printing services	Nicholas Aguilera Clara Aguilera	1972
Drew Ford 8970 La Mesa Blvd., La Mesa 91942 www.drewauto.com	619-464-7777	265 249 261	Auto dealership	William Drew K.A. Drew	1927
DynamiCard Inc. 332 S. Juniper St., Suite 108, Escondido 92025 www.dynamicard.com	800-928-7670	7 7 6	Direct mail advertising and analytics	Ivan Farber Valorie Farber	2008
Forward Slope Inc. 2020 Camino del Rio N., Suite 400, San Diego 92108 www.forwardslope.com	619-299-4400	64 72 65	Defense-professional services, software and systems engineering	Carlos Persichetti Bryan Horstman	2002
gap intelligence 2448 Historic Decatur Road, Suite 105, San Diego 92106 www.gapintelligence.com	619-574-1100	35 37 25	Market research	Gary Peterson Dawn Diskin	2003
General Ledger Resources 13280 Evening Creek Drive S., Suite 225, San Diego 92128 www.gl-resources.com	858-391-1017	8 8 8	Staffing	Anthony Thornburg Jeffrey Litteken Kirsten Thornburg	2003
Get 1 Free Magazine 4180 Ruffin Road, Suite 235, San Diego 92123 www.get1free.com	619-900-1174	30 28 24	Digital and print advertising	Ryan Green Mickey Wilcox	2003
Global Strategic Management Institute 1501 India St., Suite 103-60, San Diego 92101 www.gsmiweb.com	888-409-4418	12 13 7	Corporate education	Byron Mignaneli Luke Vinci	2008
GreenRope 249 S. Highway 101, Solana Beach 92075 www.greenrope.com	310-968-3561	9 5 3	Business software, marketing automation, customer relationship management	Lars Helgeson Keith Richmond	2008
Gunnar Optiks 705 Palomar Airport Road, Suite 100, Carlsbad 92011 www.gunnars.com	858-769-2536	14 15 21	Advanced computer and gaming eyewear	Rob Aarnes Joe Croft Michael Brower	2006
Harper Construction Company Inc. 2241 Kettner Blvd., Suite 300, San Diego 92101 www.harperconstruction.com	619-233-7900	92 93 80	Design-build general contractor	Jeffrey Harper Gary Fitzgerald	1974
Innovative Commercial Environments LLC 12250 El Camino Real, Suite 200, San Diego 92130 www.icesd.com	858-947-7272	7 7 5	Commercial contract and hospitality furniture	DeLinda Forsythe Jeff Klein	2006
intelliSolutions inc. 591 Camino de la Reina, Suite 420, San Diego 92108 www.intellisolutions-inc.com	619-683-2139	22 24 27	Military and defense contractor	Jamie Moraga Judy McLaughlin	2006
Jackson Design & Remodeling Inc. 4797 Mercury St., San Diego 92111 www.jacksondesignandremodeling.com	619-442-6125	40 33 36	Design-build remodeling	Todd Jackson Todd Jackson	1989
James M. Morrison Insurance Services Inc. 6096 Innovation Way, Carlsbad 92009 www.misbenefits.com	760-438-9311	10 8 8	Insurance brokerage	Jim Morrison Jim Morrison	2002
K Motors Inc. dba Toyota of El Cajon 965 Arnele Ave., El Cajon 92020 www.toyotaofelcajon.com	619-270-3000	185 165 152	Automotive sales, service and parts	Gary Kaminsky Gregory Kaminsky	1990
Laptops Plus 8733 Magnolia Ave., Suite 100, Santee 92071 www.laptopspluswest.com	619-596-2141	16 14 10	Computer repair and reseller	John Sommatino John Sommatino	1998

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FASTEST
100

LETTER FROM THE PUBLISHER

Fastest-Growing Companies 2014



San Diego's contemporary business scene is experiencing an emergence of innovation and a rebirth of traditional industries reinterpreted for the 21st century.

In 2014, San Diego's expanding business landscape became an intoxicating environment, filled with new technologies and creative restructuring of old line industries, along with reinvented products and services

that are supporting a return to solid growth and prosperity for the region.

The San Diego Business Journal's annual Fastest-Growing Private Companies list highlights 100 organizations whose aspirations have taken them to a level of success that has put them in regional, national and global spotlights. This year we had a record number of qualified companies and we decided to acknowledge an additional 35 organizations that enjoyed excellent growth over the three year period with an "Honorable Mention."

Each year a common thread emerges that gives us insight into the elements that helped form the success of these companies. This year the overriding

commonality is the singular leap taken by the founders of these organizations and their fearless passion to carve a unique niche in their chosen industries from financial services to recreational equipment.

High tech continues to reach into more and more fields as application development has become the new sweet spot for San Diego's innovators. Traditional disciplines such as real estate services have become more effective with Web-based marketing and heavy duty trucks are being retooled with more sustainable energy sources.

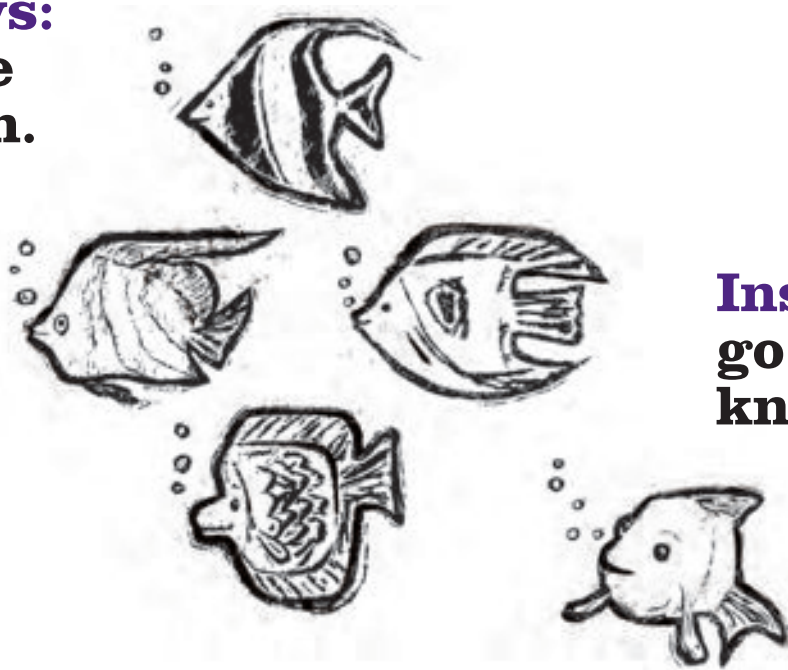
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Armon Mills
Armon Mills, President & Publisher

OUR METHODOLOGY

To be considered for this listing, organizations were required to be in business the entire year of 2011 and have generated revenues in excess of \$200,000, the starting point for our comparison. We reviewed the financial details of each organization's business operations in 2011, 2012, and 2013. The information was extensively analyzed and verified by independent certification. Additionally, businesses were required to be San Diego-based, independent and privately held; but, not a division or subsidiary of another organization, public or private.

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