

SAN DIEGO BUSINESS JOURNAL

# FASTEST GROWING PRIVATE COMPANIES

2014

**Title Sponsors**



**Gold Sponsors**



**In Association With**



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.

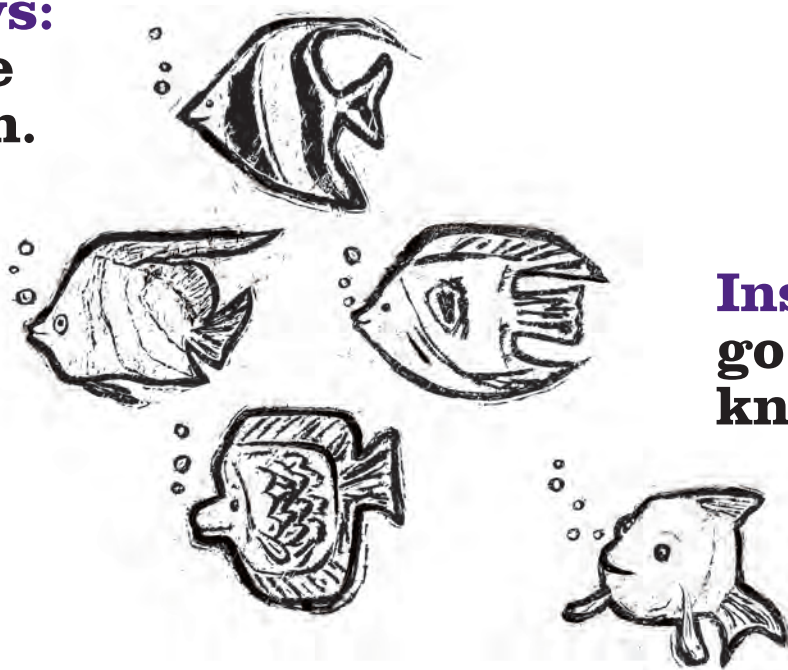
The San Diego Business Journal would like to acknowledge our dedicated sponsors. Our thanks go to Title Sponsors California Bank & Trust and Cox Business, along with Gold Sponsors Barney & Barney, ESET North America and Grant Thornton, and in association with Paradise Point Resort & Spa who have joined us in celebrating the success of these individuals and their organizations.

*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.

**Reason says:  
go with the  
well-known.**



**Instinct says:  
go with the  
know-how.**

 [twitter.com/granthorntonus](https://twitter.com/granthorntonus)  
 [linkd.in/granthorntonus](https://linkd.in/granthorntonus)  
 [youtube.com/granthorntonus](https://youtube.com/granthorntonus)



**Grant Thornton**  
An instinct for growth™

At Grant Thornton we specialize in helping dynamic organizations like yours, because we are one too. We know how to confront the challenges you face and bring a real, competitive advantage of senior staff time, short decision-making chains and sound processes. To help unlock your potential, visit [grantthornton.com/growth](http://grantthornton.com/growth)

THIS IS CALIFORNIA BANKING®

EXPANSION

ESTABLISHED

MATURE

# A BANK FOR EVERY STAGE OF BUSINESS

GROWTH

EXIT

## Congratulations

### San Diego's 100 Fastest-Growing Private Companies

As a Title Sponsor of San Diego's 100 Fastest-Growing Private Companies, we congratulate the nominees and celebrate the entrepreneurship and spirit of their outstanding achievement.

Entrepreneurs have different needs at different stages of their business. Through our business life cycle planning process, we can help you with where you want to grow or where you want to go.

After all, this is California and this is California banking.

**Call 1-800-CALIFORNIA (1-800-225-4367) to reach your local CB&T banker.**

Member FDIC ©2014 California Bank & Trust



CALIFORNIA BANK  
TRUST

[calbanktrust.com/sandiego](http://calbanktrust.com/sandiego)

FASTEST  
100

NO.

1

## TOWER PADDLE BOARDS



Founded in 2010, Tower Paddle Boards has become successful by correctly gauging what water sports enthusiasts want: a great ocean recreation experience at an affordable price. Stephan Aarstol, CEO and founder of the direct-to-consumer retail company, chose stand-up paddle boards for their broad appeal and they are easier to use than surfboards.



Stephan Aarstol

The company sells its products at wholesale prices at its San Diego outlet and online. Many people incorrectly assume that paddle boarding is a variation of surfing; but, according to Aarstol, stand-up paddle boarding actually includes three separate consumer markets: outdoor kayakers, fitness enthusiasts, and surfers.

Aarstol estimates the size of the U.S. market for his paddle boards at 75 million people. While most of Tower's manufacturing is done in Asia, some paddle boards are being made in San Diego County. The company has a manufacturing facility in Miramar and also has some of its products made in Carlsbad. Its plan is eventually to add other beach lifestyle products to its lineup and to expand its sales overseas.

It was in March 2012 that Stephan pitched his company on the television show "Shark Tank" and won Mark Cuban's investment to help propel the company with product marketing and development.

**PRESIDENT/CEO** » Stephan Aarstol

**LOCATION** » 845 Garnet Ave., San Diego 92109

**2013 REVENUE** » \$2.99 million

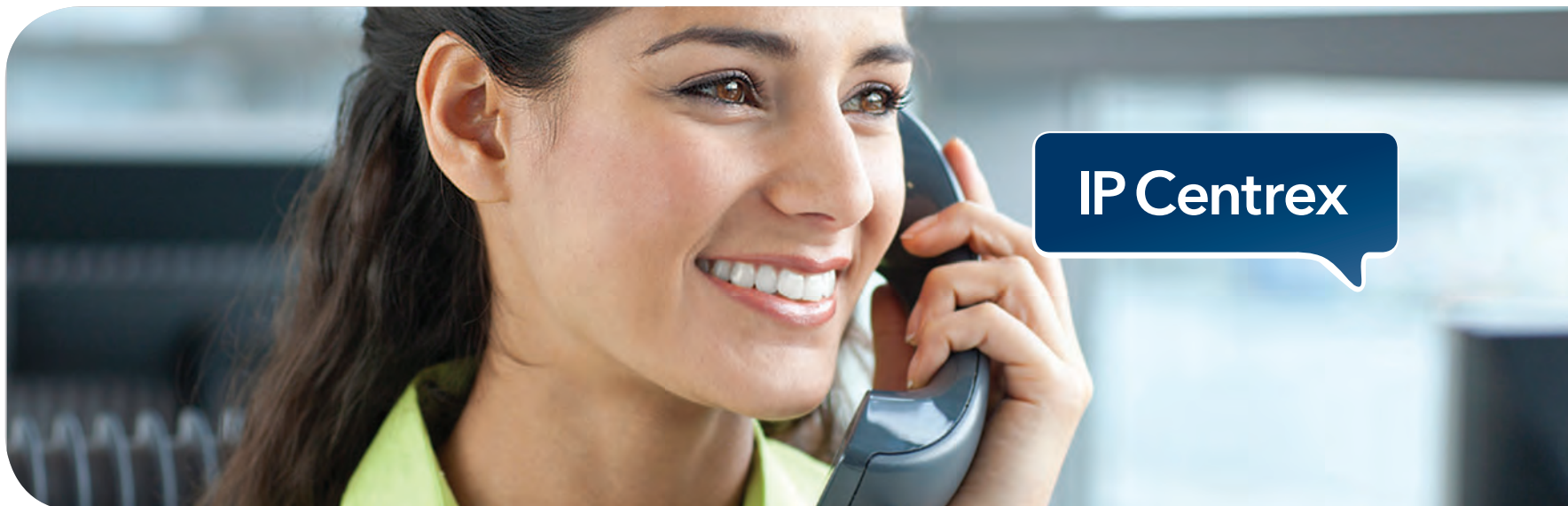
**2011 – 2013 GROWTH** » 1,062.22 percent

**NO. OF LOCAL FULL-TIME EMPLOYEES** » 6

**WEBSITE** » [www.towerpaddleboards.com](http://www.towerpaddleboards.com)

**PADDLE BOARDING "CAN BE DONE ANYWHERE THERE IS WATER, WHICH IS WHERE THE VAST MAJORITY OF THE POPULATION LIVES. WE LOOK AT TOWER AS A BEACH LIFESTYLE BRAND, MORE THAN A SURF BRAND, AND THAT APPEAL IS FAR WIDER."**

# Cox Business IP Centrex



## Advanced phone features in a hosted, affordable phone system

With Cox Business **IP Centrex**, your office receives enterprise-level PBX features that are simple to set up and use, eliminating the complexity of traditional PBX or Key systems.

Boasting the added value of **unlimited calls anywhere in the U.S. for a flat monthly fee, as well as low, per-minute international rates**, your company can expect predictable monthly cost, along with efficiency, quality and reliability while reducing the need to manage your business voice technology in-house.

### Complete Business Voice Solution

**IP Centrex** is an advanced hosted telephone system, delivered over a dedicated high bandwidth connection.

With its flexibility, IP Centrex unites your entire business with a single communications platform delivered over our **private fiber-based network**. One system unifies communications for all employees, whether they're in branch offices, home offices or on the road.

### Business-Class Features

With ease of use and its fully-hosted platform, now you can focus on your core business and let Cox Business manage your telephone system.

### Increased Productivity

Traditional hosted voice features, plus additional functionality that enable you to take your productivity to the next level. Use **Automated Attendant** to answer commonly asked questions and make it easy for your key customers to reach you via intelligent call routing.

### Low Cost to Your Business

Unlike an on-premise system, with IP Centrex there are low or no upfront hardware costs. IP Centrex is scalable and future proof, so there's no hardware obsolescence concern or need for a large IT staff to maintain service.

### Local Expert Service and Support

IP Centrex is backed 24/7 by local technicians in your area with years of experience.

### Unparalleled Convenience

With the flexibility to power your phone through an Ethernet cable to save precious outlet space, IP Centrex allows you to change the location of your desk by simply moving the phone and plugging it back into an Ethernet cable with no change to service.

### Reliability When It Matters Most

Since IP Centrex is hosted, your phone service can keep you connected if disaster strikes.

Let's Talk.

Call today to ask about our latest promotions!

**(877) 287-4713**

**coxbusiness.com**



FASTEST  
100

NO.

2

## iGRAD INC.



**C**EO Rob LaBreche got the idea for starting a financial literacy training company (iGrad) when he realized that many students were graduating from colleges and universities without an understanding of how to manage their personal finances. In 2009, LaBreche and a group of financial aid professionals decided to create an educational system that could help young people learn to manage their money and avoid taking on excessive loan debt. "Students needed help and parents needed help in making good financial decisions," said the former president of consumer marketing for the College Loan Corporation. "Schools needed the same help. I went out to market and raised the capital to start iGrad."

Today iGrad is used by more than 600 institutions and 1.2 million students. It is the only online community that provides a customized, comprehensive financial literacy program. iGrad offers career assistance, financial education courses, and student loan entrance and exit counseling.

While iGrad does teach students about loans, it is not in the lending business. The program helps students to understand loans and additionally teaches them about banking, credit card debt, and even how to avoid identity theft. iGrad has won wide recognition for its efforts to create tools that improve financial literacy including the Outstanding Consumer Information Award for 2013 from the Association for Financial Counseling, Planning and Education.

**"WE PROVIDE FINANCIAL LITERACY TOOLS AND RESOURCES FOR COLLEGES ACROSS THE COUNTRY. WE ESSENTIALLY ARE A SOFTWARE SERVICE. THE COLLEGE HIRES OUR SERVICES. WE CUSTOMIZE A PLATFORM FOR THEM ONLINE."**

**PRESIDENT/CEO »** Rob LaBreche

**LOCATION »** 2163 Newcastle Ave., Suite 100, Cardiff-by-the-Sea 92007

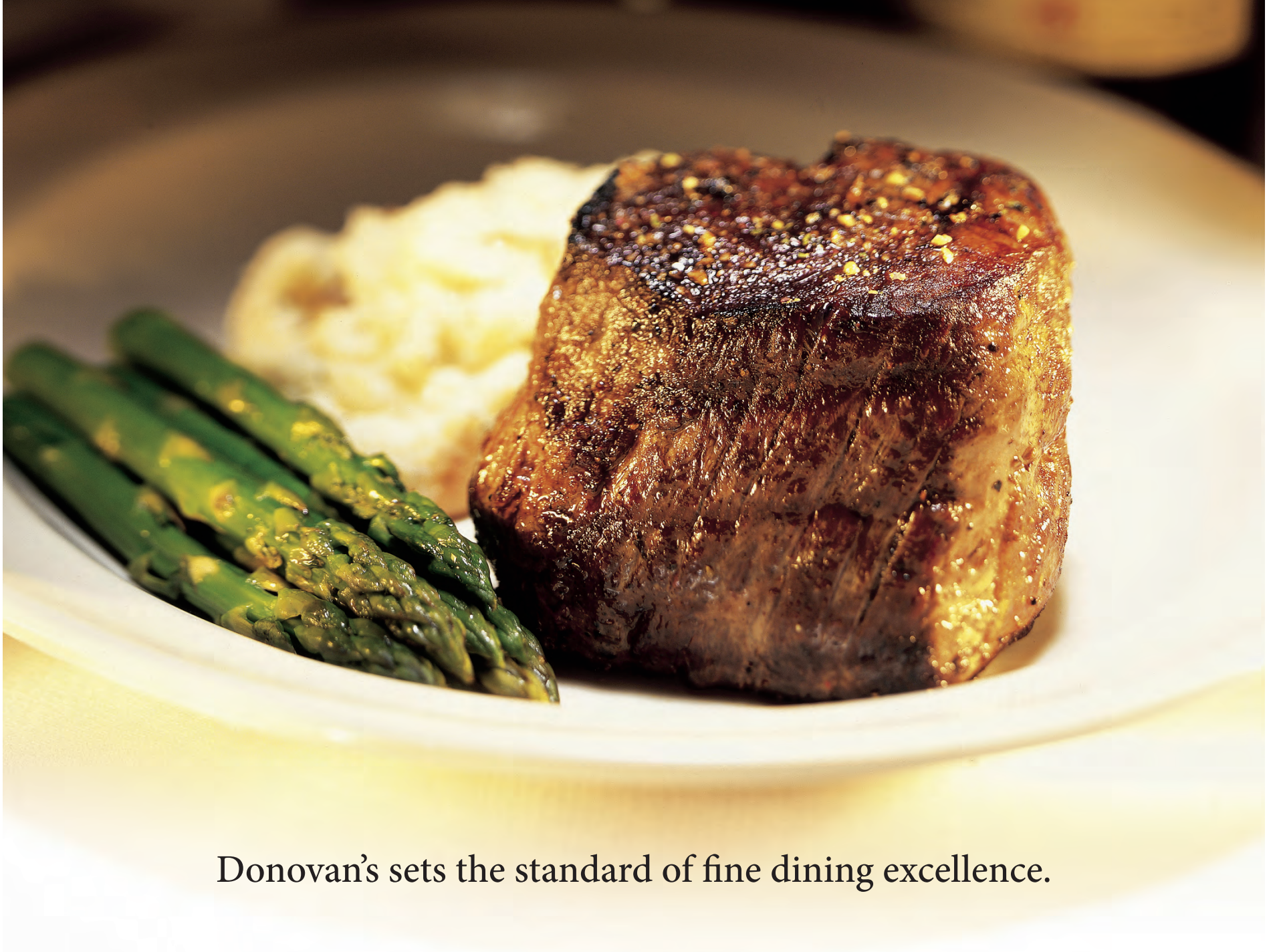
**2013 REVENUE »** \$2.31 million

**2011 – 2013 GROWTH »** 973.1 percent

**NO. OF LOCAL FULL-TIME EMPLOYEES »** 18

**WEBSITE »** [www.igrad.com](http://www.igrad.com)

# Congratulations to the **Fast 100 Finalists.**



Donovan's sets the standard of fine dining excellence.

*America's Best*  
**DONOVAN'S**  
STEAK & CHOP HOUSE

**LA JOLLA**  
4340 La Jolla Village Drive

**SAN DIEGO GASLAMP**  
570 K Street

**PHOENIX**  
3101 E. Camelback Road

donovanssteakhouse.com ◆ Reservations: 877-698-6666 ◆ Private Events: 877-266-6336

FASTEST  
100

NO.

3

## RELIANT FUNDING



A champion for small businesses, Reliant Funding succeeds by helping companies secure the financing they need to grow.

Adam Stettner, president and CEO of San Diego-based Reliant Funding, said he started his business in 2008 because the needs of many small companies weren't being met by lending institutions.

"Small business is underserved by banks," Stettner said. "Banks traditionally approve 18 to 20 percent of business applicants." The remaining majority of companies is the niche that Reliant Funding seeks to serve, he explained.

"Even for the 18 percent that do get approved, the banks are not doing cartwheels over the smaller deals," he continued. "That is our lifeblood. That is what makes our company tick. Our niche is really the \$10,000 to \$500,000 loan."

According to Stettner, it is Reliant's employees who have made the company successful. "We are not looking to do one loan and move on to someone else. We are looking to build a relationship that lasts."

**PRESIDENT/CEO** » Adam Stettner

**LOCATION** » 10505 Sorrento Valley Road, San Diego 92121

**2013 REVENUE** » \$5.97 million

**2011 – 2013 GROWTH** » 722.19 percent

**NO. OF LOCAL FULL-TIME EMPLOYEES** » 32

**WEBSITE** » [www.callreliant.com](http://www.callreliant.com)

**"I THINK SOMETHING THAT DISTINGUISHES RELIANT FROM OTHER FUNDING SOURCES IS WE WANT TO HEAR THE STORY. INSTEAD OF TRYING TO MAKE A BUSINESS FIT OUR BOX, WE TRY TO MAKE OUR FINANCING SOLUTIONS FIT THEIRS."**



25 YEARS  
 INNOVATIVE  
 TOP-RATED  
 ANTIVIRUS  
 PROTECTION



# ESET® ENDPOINT SOLUTIONS, TRUSTED BY IT PROS

"ESET develops high-performing security solutions that have a small impact on system performance."

—Andreas Clementi, AV-Comparatives

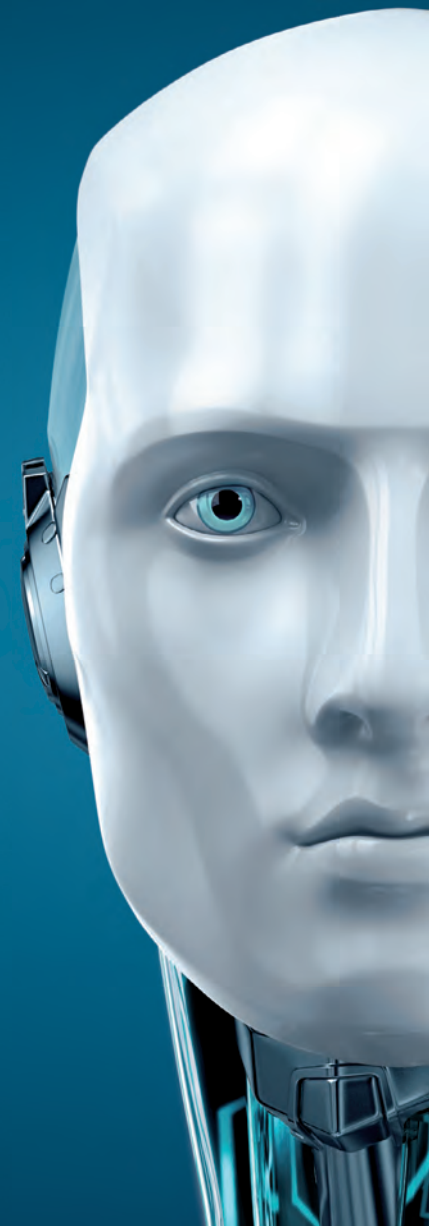
- ✓ Proactive malware detection
- ✓ Single management console
- ✓ Cross-platform protection
- ✓ Light and efficient scanning



Proven. Trusted.

Request your free business trial [www.eset.com/us/business](http://www.eset.com/us/business)

© 1999-2013 ESET. All rights reserved. Trademarks used herein are trademarks or registered trademarks of ESET. All other names and brands are registered trademarks of their respective companies.



One way to go. A hundred ways to get there.

Your business has goals. A destination. A vision. To get there, you'll need a trusted advisor—one who knows your industry and your market and can help you grow in a scalable and sustainable fashion.

Congratulations to all those that made the list of San Diego's fastest-growing companies, including our clients. How can we help you make next year's list?

9665 Granite Ridge Drive, Suite 600 | San Diego, CA 92123  
 (858) 627-1400 [WWW.MOSSADAMS.COM](http://WWW.MOSSADAMS.COM)

**MOSS ADAMS** LLP

Certified Public Accountants | Business Consultants

FASTEST  
100

NO.

4

# WRIGHT BROTHERS INC.



COREY WRIGHT

Corey and Casey Wright were still in college in 2004 when their realtor parents Ed and Angie asked them if they could create an email marketing program to replace their print advertising system. Although print ads were considered a necessary part of the real estate business, they typically took a big bite out of profits for the Mission Viejo-based couple. The brothers launched an email system to deliver content to past and prospective home-buying clients. In response to the program, their parents' real estate business skyrocketed with the best returns they had seen in five years.

The brothers were soon receiving marketing requests from other real estate agents. In 2005, they founded Wright Brothers Inc., based in downtown San Diego. In 2010, the company launched its WingWire technology. This enabled them to move from e-newsletters to creating a full-service online marketing experience. Today the company creates customized online marketing content and websites for real estate agents. Each client receives content that is tailored to its own needs.

**OWNERS** » Casey Wright, Corey Wright

**LOCATION** » 750 B St., Suite 2880,  
San Diego 92101

**2013 REVENUE** » \$1.07 million

**2011 – 2013 GROWTH** » 410.23 percent

**NO. OF LOCAL FULL-TIME EMPLOYEES** » 5

**WEBSITE** » [www.wrightbrosinc.com](http://www.wrightbrosinc.com)

**“WINGWIRE ESSENTIALLY IS A REAL ESTATE AGENT’S DIGITAL LIFE ON AUTOPILOT. WE MANAGE THEIR WEBSITES, THEIR BLOGS, THEIR SOCIAL NETWORKS AND THEIR NEWSLETTER CAMPAIGNS, WITHOUT THEM EVER LIFTING A FINGER.” — COREY WRIGHT**

WHEN THIS IS YOUR *sphere* OF INFLUENCE,  
IT HAS A MAJOR EFFECT ON YOUR LOCAL SUCCESS



Pacific Sotheby's International Realty is proud to be one of San Diego Business Journal's Top 100 Fastest Growing Private Companies in San Diego.

Pacific | **Sotheby's**  
INTERNATIONAL REALTY

FASTEST  
100

NO.

5

MTELL



**M**tell, a privately held firm based in San Diego, has made its mark on the machine maintenance industry by making machines “smarter.” “Machine learning has nothing to do with machines,” explained Mtell President and COO Mike Brooks. “It is a computer science technique for helping computers behave like humans. We want to stop machines from breaking.” Mtell does this by using software. “We collect information from sensors on the machines and run them in a server. We can recognize very precise patterns that show that failure is imminent.”

Companies in the oil and gas industry rely heavily on Mtell because the maintenance of their machines is critical. Other important industries for Mtell include wastewater, mining and pharmaceuticals. What these industries have in common is high costs when equipment breaks down.

The company, which was started in 2006, is in a fast-growth mode. “We are completely self-funded,” he said. “We have never taken investment from anybody.” We know the product works and it does very well. We need to expand our sales and partner support. We are really poised for rapid growth. We want to build a very successful company.”

There has been a lot of discussion in the industry about the coming of smart machines. With Mtell you don’t have to wait, because its methods for making machines intelligent already are being put into practice.

**PRESIDENT/COO** » Mike Brooks

**CEO** » Paul Rahilly

**LOCATION** » 1550 Hotel Circle N., Suite 120, San Diego 92108

**2013 REVENUE** » \$2.97

**2011 – 2013 GROWTH** » 374.81 percent

**NO. OF LOCAL FULL-TIME EMPLOYEES** » 11

**WEBSITE** » [www.mtell.com](http://www.mtell.com)

**“WE’VE DEVELOPED SOLUTIONS TO HELP INDUSTRIES STOP THEIR MACHINES FROM FAILING. IT IS VERY, VERY TARGETED AT MACHINES IN ALL KINDS OF INDUSTRIES. IT IS A VERY PRAGMATIC AND PRACTICAL APPLICATION.”**

# 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	<b>Tower Paddle Boards</b> 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	<b>iGrad Inc.</b> 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	<b>Reliant Funding</b> 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	<b>Wright Brothers Inc.</b> 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	<b>Mteli</b> 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	<b>AARE - Andrew Arroyo Real Estate</b> 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	<b>PhotoBin</b> 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	<b>Grace Digital Inc.</b> 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	<b>TransPower</b> 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	<b>ZTelco</b> 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	<b>Prime Mortgage Loans</b> 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	<b>Pacific Sotheby's International Realty</b> 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	<b>Consolidated Construction Services Inc.</b> 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	<b>Baker Electric Solar<sup>(1)</sup></b> 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	<b>Agile IT</b> 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	<b>Golden Shine Cleaning Agency</b> 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	<b>Paradigm Mechanical Corp.</b> 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	<b>Digital Operative Inc.</b> 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	<b>SCRAM of California Inc.</b> 402 W. Broadway, Suite 400, San Diego 92101 www.scrampca.com	619-237-0300	181.47	\$1.7 \$0.79 \$0.6	8 4 3	Alcohol monitoring	Aaron Fleisher Nancy Brzezniak	2010
20	<b>Internet Marketing Inc.</b> 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	<b>Vavi Inc.</b> 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	<b>Ultimovalue</b> 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	<b>PayLease LLC</b> 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	<b>Integrated Practice Solutions Inc.</b> 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	<b>R3 Strategic Support Group Inc.</b> 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	<b>Alpha Mechanical Inc.</b> 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	<b>InsideUp Inc.</b> 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	<b>Foundation Escrow Company Inc.</b> 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

➔ Continued on page A31



**Cox Business** IP Centrex

Advanced phone features in a hosted, affordable phone system

Services provided by Cox Business, a division of CoxCom, LLC. Services not available in all areas. Other restrictions apply. ©2014 CoxCom, LLC. All rights reserved.

- Complete Business Voice Solution
- Reliability When It Matters Most
- Unparalleled Convenience



Call or click today  
(877) 287-4713  
**COXBUSINESS.COM**

FASTEST  
100

NO.

6

## 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](http://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

Continued from page A29

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
29	<b>Dobi &amp; Associates Inc.</b> 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	<b>Thompson Search</b> 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	<b>Ad-Juster Inc.</b> 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	<b>D&amp;K Engineering Inc.</b> 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	<b>True Champions Inc.</b> 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	<b>CPC Strategy</b> 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	<b>Sonic Boom Wellness</b> 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	<b>Wireless Workforce Inc.</b> 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	<b>Tuscany Pavers Inc.</b> 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	<b>Bop Design</b> 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	<b>MCT Trading Inc.</b> 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	<b>Credit Union Leasing of America</b> 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	<b>Guild Mortgage Co.</b> 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	<b>ThunderActive<sup>(1)</sup></b> 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	<b>Motive Interactive Inc.</b> 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	<b>Interpreters Unlimited Inc.</b> 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	<b>Republic Moving and Storage</b> 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	<b>Momentum Billing</b> 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	<b>M2 Consulting Corp.</b> 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	<b>Pure Financial Advisors Inc.</b> 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	<b>The Cydio Group Inc.</b> 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	<b>LaCantina Doors</b> 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	<b>Seamgen</b> 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	<b>Proven Solutions Inc.</b> 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	<b>On-site Tech Support</b> 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	<b>Underground Elephant</b> 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	<b>Atlas General Insurance Services LLC</b> 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	<b>Xpera Group</b> 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	<b>J Public Relations Inc.</b> 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	<b>National Funding Inc.</b> 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	<b>High Rank Websites Inc.</b> 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	<b>Visual Communications Company LLC</b> 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.  
wmd 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.

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. Please send corrections or additions to the Research Department at the San Diego Business Journal, 858-277-6359. This list may not be reprinted in whole or in part without written permission from the editor. Some companies have declined to participate or did not return a survey by press time. It is not the intent of this list to endorse the participants nor to imply a company's size or numerical rank indicates its quality.

(1) Listed last year as Thunder SEO.

Continued on page A33

FASTEST  
100

NO.

7

## PHOTOBIN



PhotoBin has tapped into the public's desire to protect photos and home movies from natural disasters and the ravages of time.

Founder and CEO Steve Weber said he got the idea for PhotoBin during the San Diego County wildfires of 2007. He and his wife were traveling when they heard about the fires. On the way home, they worried that years of memories preserved on film would be destroyed.

Fortunately, their home was undamaged. However, while watching TV news accounts of the fires, Weber noticed that many evacuees talked about the importance of saving their family photos.

"That stimulated me to start a business that was about helping people preserve their family memories," he recalled. "I was looking for a new challenge and I really love photography. It was in the fall of 2007 that I was contemplating what I was going to do next. It was in the spring of 2008 that we actually started it."

PhotoBin creates digital images from old photos and videos. "We do solutions for print and digital," Weber said. "Our company does digital conversion, but we also do cloud storage. It is across the board, from the old-school print stuff all the way to digital photos they are capturing on their cell phones today."

**PRESIDENT/CEO** » Steve Weber

**LOCATION** » 10045 Mesa Rim Road,  
San Diego 92121

**2013 REVENUE** » \$6.46 million

**2011 – 2013 GROWTH** » 295.09 percent

**NO. OF LOCAL FULL-TIME EMPLOYEES** » 57

**WEBSITE** » [www.photobin.com](http://www.photobin.com)

**"WHAT IS INTERESTING ABOUT THE PHOTO INDUSTRY IS THERE IS SO MUCH GROWTH AND OPPORTUNITY. IT IS A FAST-EVOLVING INDUSTRY. WE WORK TO BE FLEXIBLE SO THAT WE CAN TAKE ADVANTAGE OF OPPORTUNITIES WHEN THEY PRESENT THEMSELVES."**



# FASTEST-GROWING PRIVATE COMPANIES

Ranked by percent of verified revenue growth from 2011 to 2013

→ Continued from page A31

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	<b>ICW Group Insurance Companies</b> 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	<b>Cali Bamboo LLC</b> 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	<b>Ingenium</b> 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	<b>La Vita Compounding Pharmacy LLC</b> 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	<b>Web Shop Manager</b> 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	<b>Total Rebalance Expert</b> 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	<b>CentrexIT</b> 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	<b>Simply Biotech</b> 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	<b>Rescue Social Change Group LLC</b> 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	<b>Sullivan Solar Power</b> 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	<b>BNoticed</b> 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	<b>Airsis Inc.</b> 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	<b>Sentek Global</b> 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	<b>Square Peg Packaging and Printing LLC</b> 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	<b>Stone Brewing Co.</b> 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	<b>3 Blind Mice Window Coverings Inc.</b> 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	<b>Bird Rock Systems</b> 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	<b>XIFIN Inc.</b> 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	<b>Great Ecology</b> 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	<b>Prava Construction Services Inc.</b> 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	<b>Anderson Plumbing Heating and Air<sup>(1)</sup></b> 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	<b>BuyAutoParts.com</b> 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	<b>G2 Software Systems Inc.</b> 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	<b>Independent Financial Group LLC</b> 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	<b>Cask LLC</b> 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	<b>TGG Accounting</b> 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	<b>Integrated Associates Inc.</b> 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	<b>Payne Pest Management</b> 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

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.

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. Please send corrections or additions to the Research Department at the San Diego Business Journal, 858-277-6359. This list may not be reprinted in whole or in part without written permission from the editor. Some companies have declined to participate or did not return a survey by press time. It is not the intent of this list to endorse the participants nor to imply a company's size or numerical rank indicates its quality.

**(1)** Formerly known as Walter Anderson Plumbing.

Researched by Leslie Fulton

→ Continued on page A35

FASTEST  
100

NO.

8

## GRACE DIGITAL INC.



Founded in 2007, Grace Digital Inc. has created a worldwide reputation as an innovator for connected home wired and wireless audio products. As CEO and co-founder, Greg Fadul is responsible for product development and marketing the company's expanding portfolio. Main product lines include Wi-Fi Internet radios with wireless Internet tuners and media players, wireless indoor and outdoor speakers, outdoor audio products, and digital audio archiving solutions.

"We are a consumer products manufacturing and marketing company," Fadul said. "We design our products in San Diego and manufacture them overseas." Grace Digital has research and development locations in England, Taiwan, and Korea.

"The philosophy is developing best-in-class products with features our competitors don't have, at a similar or a lower price," Fadul continued. "We try to listen to what the consumers want and provide that to them."

Fadul started the company with Jim Palmer, the firm's president and managing director. Palmer is responsible for worldwide operations, product management, marketing and brand management, and sales activities. "We will continue to expand in outdoor audio categories," Fadul said. "We also will add some solutions, like outdoor battery chargers. We will be expanding into the commercial audio space." Grace Digital also makes hardware that will be installed in restaurants, bars and retail shops to play programming provided by SiriusXM Radio.

**CO-FOUNDERS** » Greg Fadul, Jim Palmer

**LOCATION** » 10531 4S Commons Drive, Suite 166, San Diego 92127

**2013 REVENUE** » \$18.85 million

**2011 – 2013 GROWTH** » 287.06 percent

**NO. OF LOCAL FULL-TIME EMPLOYEES** » 15

**WEBSITE** » [www.gracedigital.com](http://www.gracedigital.com)

**"YOU ARE ALWAYS HAVING TO LOOK FORWARD AND MAKE SURE YOU ARE GOING TO DEVELOP A PRODUCT THAT IS AS COMPETITIVE SIX OR NINE MONTHS FROM NOW AS WHEN YOU LAUNCHED IT. IT IS A CONSTANT EVOLUTION."**

# 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	<b>Covario Inc.</b> 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	<b>Priority Moving</b> 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	<b>Bekker's Catering</b> 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	<b>KCD Public Relations Inc.</b> 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	<b>858 Graphics</b> 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	<b>Marine Group Boat Works</b> 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	<b>T.B. Penick &amp; Sons Inc.</b> 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	<b>XL Staffing Inc.</b> 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	<b>Anderson Direct Marketing</b> 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	<b>Peek Packaging Solutions</b> 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	<b>Titan SEO Inc.</b> 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	<b>Payment Logistics</b> 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

**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.

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. Please send corrections or additions to the Research Department at the San Diego Business Journal, 858-277-6359. This list may not be reprinted in whole or in part without written permission from the editor. Some companies have declined to participate or did not return a survey by press time. It is not the intent of this list to endorse the participants nor to imply a company's size or numerical rank indicates its quality.

Researched by Leslie Fulton

## FASTEST 100

# SUPPLEMENT FACTS

### SENIOR EDITOR

Stephanie Glidden

### RESEARCH EDITOR

Leslie Fulton

### WRITER

Emmet Pierce

### PHOTOGRAPHY

Bob Hoffman Video and Photography

### DIRECTOR OF ART & PRODUCTION

Michael S. Domine

### INFORMATION

4909 Murphy Canyon Road, Suite 200, San Diego, CA 92123

Office: 858.277.6359 | Fax: 858.277.6398

Email: sdbj@sdbj.com | Website: www.sdbj.com



Leaving your company's future initiatives to the "luck of the dice" is a gamble.

Working with MRC leaves nothing to chance.



A Xerox Company

Document Management | Managed Print | Workflow Automation | Office Technology | Managed IT Services



That's what James was worried about - he spent too much time on projects unrelated to what is job was for, to run his business. Now that MRC has partnered up with his financial organization, he can focus on what's important: his organization's goals.

MRC has now saved hundreds or man hours per quarter and increased productivity in the office to save money to his bottom line.

Put our solutions to the test to see how you can benefit from partnering with MRC. Contact us today at [www.mrc360.com](http://www.mrc360.com) for your complimentary assessment.

PROUD SPONSOR OF SAN DIEGO STATE ATHLETICS



MRC Headquarters : 5657 Copley Drive, San Diego, CA 92111 | 858.573.6300 | [www.mrc360.com](http://www.mrc360.com)

FASTEST  
100

NO.

9

## TRANSPower



**M**ichael Simon, president and CEO of Poway-based TransPower, is carving out a new business niche by installing battery-electric drive systems into heavy-duty trucks that typically would be powered by diesel fuel. The company has developed a proprietary power system for use in large trucks, tractors, and buses. But, the clean-tech automotive sector can be very challenging both from a competitive and technological standpoint.

TransPower orders new vehicles from manufacturers and has them built to their specifications. The company then installs an electric propulsion system, replacing the diesel engine and transmission.

Simon is predicting that as the demand for fuel-efficient, environmentally friendly vehicles increases, so will business. The company, which began in 2010, plans to do more than convert trucks to electric power use and TransPower eventually hopes to sell its power systems to vehicle manufacturers with the goal of becoming a leading supplier of power generation, energy storage, and power control technologies. "We are not aggressively marketing our products yet," Simon said. "We still are developing and perfecting them. Most of our money comes from government funding sources at this point."

**PRESIDENT/CEO** » Michael Simon

**LOCATION** » 13000 Danielson St., Suite D, Poway 92064

**2013 REVENUE** » \$4.51 million

**2011 – 2013 GROWTH** » 281.09 percent

**NO. OF LOCAL FULL-TIME EMPLOYEES** » 21

**WEBSITE** » [www.transpowerusa.com](http://www.transpowerusa.com)

**"THIS IS A CHALLENGING MARKET. WE ARE PUTTING IN A WHOLE NEW PROPULSION SYSTEM THAT USES SOFTWARE. THAT REQUIRES A LOT OF ENGINEERING AND A LOT OF TIME."**

# 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
<b>ACD Corp.</b> 3132 Tiger Run Court, Carlsbad 92009 www.acdcorp.com	888-403-4223	38 34 11	Insurance claims technology	Ernie Bray Ernie Bray	2003
<b>Acme Safety and Supply Corp.</b> 1616 West Ave., National City 91950 www.acmesafetysupply.com	619-299-5100	24 22 21	Traffic control	Candace Friedman Robert Hamilton	1999
<b>Airsupply Tools Inc.</b> 7544 Trade St., San Diego 92121 www.airsupplytools.com	800-936-2053	12 11 7	Wholesale tools	Sean Hutchens Sean Hutchens	2003
<b>AKT CPAs and Business Consultants LLP</b> 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
<b>Castle Breckenridge Management Inc.</b> 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
<b>Cavignac &amp; Associates</b> 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
<b>Chassis Plans LLC</b> 10123 Carroll Canyon Road, San Diego 92131 www.chassisplans.com	858-571-4330	31 38 35	Rugged computer manufacturer	Marc DeMatteo Todd Mason	1997
<b>Destination Concepts Inc.</b> 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
<b>Diego &amp; Son Printing Inc.</b> 2104 National Ave., San Diego 92113 www.diegoandson.com	619-233-5373	19 17 15	Commercial printing services	Nicholas Aguilera Clara Aguilera	1972
<b>Drew Ford</b> 8970 La Mesa Blvd., La Mesa 91942 www.drewauto.com	619-464-7777	265 249 261	Auto dealership	William Drew K.A. Drew	1927
<b>DynamiCard Inc.</b> 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
<b>Forward Slope Inc.</b> 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
<b>gap intelligence</b> 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
<b>General Ledger Resources</b> 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
<b>Get 1 Free Magazine</b> 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
<b>Global Strategic Management Institute</b> 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
<b>GreenRope</b> 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
<b>Gunnar Optiks</b> 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
<b>Harper Construction Company Inc.</b> 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
<b>Innovative Commercial Environments LLC</b> 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
<b>intelliSolutions inc.</b> 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
<b>Jackson Design &amp; Remodeling Inc.</b> 4797 Mercury St., San Diego 92111 www.jacksondesignandremodeling.com	619-442-6125	40 33 36	Design-build remodeling	Todd Jackson Todd Jackson	1989
<b>James M. Morrison Insurance Services Inc.</b> 6096 Innovation Way, Carlsbad 92009 www.misbenefits.com	760-438-9311	10 8 8	Insurance brokerage	Jim Morrison Jim Morrison	2002
<b>K Motors Inc. dba Toyota of El Cajon</b> 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
<b>Laptops Plus</b> 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

**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.

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. Please send corrections or additions to the Research Department at the San Diego Business Journal, 858-277-6359. This list may not be reprinted in whole or in part without written permission from the editor. Some companies have declined to participate or did not return a survey by press time. It is not the intent of this list to endorse the participants nor to imply a company's size or numerical rank indicates its quality.

Researched by Leslie Fulton

➔ Continued on page A39

FASTEST  
100

NO.

10

ZTELCO



**F**rom its humble beginnings in a garage, ZTelco has become a cutting-edge provider of open-source communications software and cloud computing telephone-based services. The San Diego-based company helps businesses achieve their goals by maximizing the potential of their voice and data networks. It prides itself on offering strong customer support. CEO Jake Hansen recalled that he started the business in his garage 10 years ago as a sole proprietor. He formed a corporation in 2006.

In the beginning "I was an IT consultant," he said. "In my spare time I had been playing around with the voice-over IP software. I got it all working and I brought it in one day and showed it to the CEO of one of our larger customers, a franchisee for Shell." He asked his customer to try it out to save money on her home phone bill. "She said, 'Why can't we install this at all of our stations?' I did three stations in San Diego. She said great, let's do 27 stations. I bought an RV and lived in the van installing voice-over IP systems. Today the company is known for its technology, but the focus remains on meeting the needs of each customer. "A lot of our competitors are national companies," Hansen said. "We are focused on Southern California."

**PRESIDENT/CEO** » Jake Hansen

**LOCATION** » 9105 Chesapeake Drive,  
San Diego 92123

**2013 REVENUE** » \$2.1 million

**2011 – 2013 GROWTH** » 265.11 percent

**NO. OF LOCAL FULL-TIME EMPLOYEES** » 8

**WEBSITE** » [www.ztelco.com](http://www.ztelco.com)

**"WHEN WE ENGAGE A CUSTOMER IT IS THROUGH A REFERRAL THAT WE HAVE RECEIVED. WE WILL GO IN AND DO A CONSULTATION, GET A GOOD UNDERSTANDING OF WHAT THEIR NEEDS ARE. WE WILL COME UP WITH A PROPOSAL TO SOLVE THEIR ISSUES AND POSSIBLY SAVE THEM SOME MONEY."**

# FASTEST-GROWING PRIVATE COMPANIES

*Honorable mentions listed alphabetically*

→ Continued from page A37

Company Address Website	Telephone	Local full time employees as of Feb. 1:	Business description	•CEO •CFO	Year established locally
		• 2014 • 2013 • 2012			
<b>Managed Laboratory Services/MLS Technology Group</b> 16855 W. Bernardo Drive, Suite 320, San Diego 92127 www.mlstg.com/www.managedlab.com	858-771-3622	14 12 9	Biotechnology, life sciences, information technology consulting	Taylor Moyer Payton Moyer Payton Moyer	2008
<b>Mitchell International Inc.</b> 6220 Greenwich Drive, San Diego 92122 www.mitchell.com	858-368-7000	726 746 752	Software for property and casualty market	Alex Sun Kristen Morrison	1946
<b>Miva Merchant</b> 5060 Shoreham Place, Suite 130, San Diego 92122 www.mivamerchant.com	858-490-2570	62 70 68	E-commerce software	Russ Carroll Dereck Berich	1995
<b>Productivity Associates Inc.</b> 5625 Ruffin Road, Suite 220, San Diego 92123 www.gotopai.com	619-822-3487	109 116 92	Technology	Kenneth McLoughlin Kenneth McLoughlin	1991
<b>Recon Environmental Inc.</b> 1927 Fifth Ave., San Diego 92101 www.reconenvironmental.com	619-308-9333	134 139 121	Environmental consulting	Robert MacAller Chris Lewis	1972
<b>Reilly Financial Advisors</b> 7777 Alvarado Road, Suite 116, La Mesa 91942 www.rfadvisors.com	619-698-0794	18 17 17	Financial services	Don Reilly Frank Reilly	1999
<b>SKLZ</b> 2081 Faraday Ave., Carlsbad 92008 www.sklz.com	760-707-5600	74 70 58	Sporting goods	John Sarkisian Stefan Karnavas	2002
<b>Suna Solutions</b> 4275 Executive Square, Suite 1030, San Diego 92037 www.suna.com	858-795-0999	23 16 11	Temporary staffing	Michael Larkins Lisa Cvecko	2010
<b>SyneractHCR Inc.</b> 5759 Fleet St., Suite 100, Carlsbad 92008 www.syneracthcr.com	760-268-8200	316 226 239	Contract research organization	Wendel Barr Keith Kelson	1995
<b>Welk Hospitality Group Inc.</b> 300 Rancheros Drive, Suite 450, San Marcos 92069 www.welkresorts.com	760-536-5116	773 696 482	Vacation-ownership resorts	Jonathan Fredricks Carisa Azzi	1964

**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.

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. Please send corrections or additions to the Research Department at the San Diego Business Journal, 858-277-6359. This list may not be reprinted in whole or in part without written permission from the editor. Some companies have declined to participate or did not return a survey by press time. It is not the intent of this list to endorse the participants nor to imply a company's size or numerical rank indicates its quality.

Researched by Leslie Fulton

## centrexIT Delivers Flawless IT Operations Essential for Health Care Providers



Six months ago, San Diego Internal Medicine and Associates (SDIMA), a distinguished health care provider for all ages and part of the SHARP Community Medical Group, was desperately in need of quality IT support. According to SDIMA Office Manager Jena Cesko, the existing outsourced tech support was not meeting the organization's design or implementation criteria.

Enter centrexIT, San Diego's leader in IT management and IT consulting. The centrexIT team was brought on board to design and manage patient data, telecommunications activities, increase efficiency in all administrative functions, including medical billing, and generally solve the IT pain points that were currently impacting the patient care experience.

Every day, SDIMA handles 400 to 500 phone calls and treats 2,000 to 2,500 patients each month. Their Aero Drive location is home to 40 employees that includes nine specialty health care providers.

"Flawless IT operations are absolutely essential for operating a patient-centric health care facility," says Cesko. "Having top notch IT operations is critical to helping us comply with all HIPAA electronic medical records requirements and provide the best patient care experience possible."

"We have been greatly impressed with centrexIT's vast wealth of knowledge and experience in IT health care management and we trust them to keep us moving in the right direction," said Cesko.

**centrexIT** Submitted by centrexIT  
 San Diego's Leader in IT Management For more information on SDIMA, visit [www.sdimapeds.com](http://www.sdimapeds.com) or call 858.541.0181. For information on centrexIT, visit [www.centrexIT.com](http://www.centrexIT.com) or call 619.651.8700.

## Top Notch IT Management. centrexIT Delivers.

centrexIT solved the IT pain points that were impacting San Diego Internal Medicine and Associates' patient care experience.

*"We have been greatly impressed with centrexIT's vast wealth of knowledge and experience in IT health care management and we trust them to keep us moving in the right direction."*

**Jena Cesko**  
 Office Manager  
 San Diego Internal  
 Medicine and  
 Associates



**centrexIT**  
 San Diego's Leader in IT Management  
 619-651-8700 [www.centrexIT.com](http://www.centrexIT.com)



## Success takes courage.

The key to success is the ability to leverage risk and gain opportunity. We help organizations do both.

Barney & Barney specializes in developing your risk and employee benefits programs to help you strategize for the future and keep you ahead of the competition. And growing.

Find out how we can help your organization turn risk into opportunity.

Visit: [www.barneyandbarney.com](http://www.barneyandbarney.com)

**Congratulations to the  
2014 Fastest-Growing  
Private Companies!**

CA Insurance Lic. 0H18131

EMPLOYEE BENEFITS  
COMMERCIAL INSURANCE  
EXECUTIVE RISK  
WORKERS COMPENSATION  
COMPENSATION CONSULTING  
RETIREMENT & WEALTH MANAGEMENT

