

Women-Owned Firms Reach \$18.9B

ECONOMY: Top 100
combine for 1.8% sales hike

By SHWANIKA NARAYAN *Staff Reporter*

The largest businesses owned by women had a hand in nearly all of L. A. County's major industries, racking up \$18.9 billion in revenue in 2017.

The total for the top 100 women-owned

companies that make up this week's Business Journal's list came to a 1.8 percent hike on sales from the prior year.

More than half – 58 – of the companies listed saw increases in annual revenue, while 24 posted declines for the year, five reported flat sales, and 13 were kept even based on Business Journal estimates.



The combined rate of sales growth for the women-owned businesses lags the combined performance of companies on the Business Journal's recent list of the 100 largest minority-owned businesses, a group that climbed to \$18.7 billion in revenue in 2017 thanks to a 6.4 percent cumulative increase from a year earlier.

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Economy: Women-Owned Businesses Top \$18B

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The women-owned businesses, defined by those with at least 50 percent female ownership, remain skewed toward professional business services, including staffing and advertising firms, entertainment and other creative sectors.

The financial and technology sectors are scarce on the women-owned business list. Investment firm **Levine Leichtman Capital Partners** in Beverly Hills – which ranks No. 7 and is 51 percent owned by Chief Executive **Lauren Leichtman** – was the most prominent of a handful of entries from the financial sector on the list.

Four of the 100 companies are technology enterprises. They include IT service providers – No. 10 **Dynamic Systems Inc.** in El Segundo and No. 12 **GST Inc.** in Cerritos – as well as staffing firms specializing in IT, such as No. 20 El Segundo-based **RJT Computers Inc.** and No. 31 Beverly Hills-based **TechLink Systems Inc.** That's compared to staffing and advertising/marketing/public relations firms, of which there are about 12 each.

The comparatively small number of women-owned businesses in tech on the list doesn't come as a surprise to experts despite the growth of Silicon Beach as a major tech hub in the last five years.

"Tech has historically been and still is a male-dominated field," said **Susan Harmeling**, associate professor of clinical entrepreneurship at USC's Marshall School of Business. "Attitudes from cultural, social and familial expectations of women, and the discouragement young girls' face in STEM fields has resulted in

what we see today."

The top three businesses were co-founded by women and their spouses. **Lynda Resnick's** Sawtelle-based **Wonderful Co.** is ranked No. 1 on the list with \$4.2 billion in revenue, a 12 percent decline year over year. Next is **Jin Sook Chang's Forever 21 Inc.** in Lincoln Heights with \$4 billion in revenue, an increase of 17.7 percent compared to 2016 and third on the list is **Peggy Cherng's Panda Restaurant Group** based in Rosemead, clocking in with \$3 billion in revenue, up 3.3 percent year over year.

Resnick spoke to the Business Journal in May about the importance of finding the right business partner.

"There doesn't have to be a man; you just have to know what your strengths are," she said. "He [Mr. **Stewart Resnick**] could have been a woman; he could have been a monkey. He's brilliant with numbers...I am more the creative force in our union, and he is more the business-savvy force."

Tech

A 2016 report on gender and entrepreneurship by the **Kauffman Foundation**, a nonprofit based in Kansas City, Mo., found that women-owned businesses tend to be smaller on average and financed at lower rates.

"This is a big problem particularly in tech," said **Jesse Draper**, a venture capitalist and founder of **Halogen Ventures** based in Santa Monica, referring to the lack of financing.

Access to capital is a big factor, as men generally control majority of venture capital, she said. Draper founded Halogen in 2016, an early-stage venture capital fund focused on female founded tech companies. The company closed

a \$10.4 million round last year and counts 40 portfolio companies under its umbrella.

Jesse Draper is fourth-generation venture capitalist as the daughter of **Tim Draper**, a renowned Silcom Valley investor. She said she has encountered women billionaires hesitant to



Draper: 4th-generation venture capitalist.

invest in Halogen but would "gladly sign away millions to charity," she said.

But L.A. is friendlier to women in tech compared to Silicon Valley, Draper added.

"There are more female investors and more female founders here," she said. "Up north, all of the traditional venture funds don't have a female founder or assistant. That's a problem."

Investing in women should be more than a trend, Draper said, because "it should always be incredible to invest in a company that has a great product and happens to be run by a woman."

Some local venture capital funds that have

invested in women-led businesses include Santa Monica-based **Upfront Ventures** and Venice-based **Crosscut Ventures**.

Entertainment

Arianna Eisenberg made a career switch into entertainment after a short-lived stint as a broadcast journalist in the early 1980's. In 2003, she started her own film production company, No. 16 **Aegis Film and Television Group** based in Hollywood. She now counts 25 employees on her payroll and recorded \$62 million in 2017 revenue, a 5.9 percent increase year over year.

Eisenberg, who is a writer, screenwriter and post-production editor, is in the process of securing funding for a movie adaptation of her first book, "Jemiyah Jones and the Kingdom of Nir," which she wrote in 2014. She's waiting to get confirmation of a pending \$100 million from investors, she said.

Eisenberg said that while entertainment was particularly tough for women entrepreneurs, the Me Too movement has helped improve the situation from what it was 15 to 20 years ago.

"I would urge women to speak up, and I have always pushed back when I've dealt with issues like that," she said. "But women do feel intimidated in speaking up because there is a real fear of losing their jobs and being blackballed in an industry which is still run heavily by men."

USC's Hamerling said that things were improving.

"There's a little more awareness, more nuanced ways women are portrayed and more awareness of biases these days, especially with the younger generation," Hamerling said. "It's baby steps and we've come far, but we still have a long way to go."

THE LIST

WOMEN-OWNED BUSINESSES

Los Angeles County-based companies ranked by 2017 revenue

► NEXT WEEK


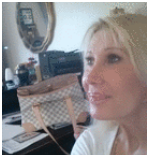


























The largest Executive Search Firms
in L.A. County

Rank		Company <ul style="list-style-type: none">nameaddresswebsite	Revenue <ul style="list-style-type: none">20172016(in millions)	Employees <ul style="list-style-type: none">L.A. Countytotal	Percentage Woman-Owned	Description	Profile <ul style="list-style-type: none">year foundedoffices (L.A./total)	Top Executive <ul style="list-style-type: none">nametitlephone	
1		Wonderful Co. 11444 W. Olympic Blvd. Los Angeles 90064 wonderful.com	\$4,200.0 \$4,800.0	NA 9,000	50%	agriculture, food, beverages, consumer packaged goods	1979 1 / NA	Lynda Resnick Stewart Resnick Co-owner, Vice Chair Co-owner, Chairman (310) 966-5701	
2		Forever 21 Inc. 3880 N. Mission Road Los Angeles 90031 forever21.com	4,000.0¹ 3,400.0¹	NA 35,000	50	apparel and accessories' retailer	1984 1 / NA	Jin Sook Chang Do Won Chang Co-owner CEO, Co-owner (213) 741-5100	
3		Panda Restaurant Group 1683 Walnut Grove Ave. Rosemead 91770 pandarg.com	3,000.0 2,903.0	2,967 31,669	53	owner and operator of restaurant chains, which include Panda Express, Panda Inn and Hibachi San	1973 1 / NA	Peggy Cherng Andrew Cherng Co-CEO, Co-Chairwoman Co-CEO, Co-Chairman (626) 799-9898	
4		Act 1 Group Inc. 1999 W. 190th St. Torrance 90504 act1group.com	2,400.0¹ 2,400.0¹	NA NA	100	workforce management and human capital technology	1978 8 / 187	Janice Bryant Howroyd CEO, Chairwoman (310) 750-3400	
5		America Chung Nam 1163 Fairway Drive City of Industry 91789 acni.net	1,962.0 1,900.0	120 340	50	waste paper and scrap plastics exporter	1990 1 / 6	Teresa Cheung CEO (909) 839-8383	
6		Sunrider International 1625 Abalone Ave. Torrance 90501 sunrider.com	350.0¹ 350.0¹	NA NA	50	herbal products distributor	1982 2 / 30	Tei-Fu Chen Chairman (310) 781-8096	
7		Levine Leichtman Capital Partners 335 N. Maple Drive., Suite 130 Beverly Hills 90210 llcp.com	338.8 587.1	46 57	51	investment firm	1985 1 / 7	Lauren Leichtman CEO, Founding Principal (310) 275-5335	
8		Account Control Technology Holdings Inc. 21700 Oxnard St., Suite 1400 Woodland Hills 91367 accountcontrol.com	312.4 300.7	62 3,614	NA	provider of business process outsourcing and financial services	1990 1 / 18	Tracey Carpentier CEO (818) 712-4999	
9		Marvin Engineering Co. Inc. 261 W. Beach Ave. Inglewood 90302 marvingroup.com	231.5 216.4	703 801	54	aerospace and defense manufacturer	1963 4 / 5	Gerald Friedman CEO, Chairman (310) 674-5030	
10		Dynamic Systems Inc. 124 Maryland St. El Segundo 90245 dynamicsystemsinc.com	151.5 125.0	21 60	100	information technology services and systems provider	1991 1 / 6	Mardi Norman CEO, President (310) 337-4400	
11		Partner Engineering and Science Inc. 2154 Torrance Blvd., Suite 200 Torrance 90501 partneresi.com	130.0 118.7	30 700	51	environmental, engineering and energy consulting and design firm	2007 2 / 34	Joseph Derhake President (800) 419-4923	
12		GST Inc. 12881 166th St. Cerritos 90703 gstes.com	104.0 120.0	80 98	57	information technology and audio visual services provider	1985 1 / 5	JP Wang CEO (562) 345-8700	
13		Beauchamp Distributing Co. 1911 S. Santa Fe Ave. Compton 90221 beauchampdist.com	88.7 87.9	176 176	92	beverage distributor	1971 1 / 1	Patrick Beauchamp President (310) 639-5320	
14		Jacobson Group 11835 W. Olympic Blvd., Suite 1100 E Los Angeles 90064 jacobsongrp.com	84.3 97.3	21 21	100	entertainment payroll and accounting	1990 1 / 1	Marcia Jacobson Owner (310) 444-5255	
15		SADA Systems Inc. 5250 Lankershim Blvd., Suite 620 North Hollywood 91601 sadasystems.com	69.4¹ 69.4	150 180	51	business consulting services, IT services, cloud solutions, app development and managed services	2000 1 / 2	Tony Safoian CEO, President (818) 766-2400	

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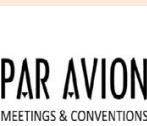
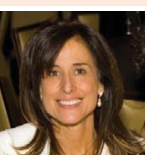




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16		Aegis Film & Television Group 7190 Sunset Blvd., Suite 275 Los Angeles 90046 aegisfilmgroup.com	\$62.5 \$59.0	15 18	100%	film production company	2003 1 / 2	Arianna Eisenberg CEO, Writer, Producer (818) 588-3545	
17		Greenerways Organic 13635 Alma Ave. Gardena 90249 greenerways.com	60.0 20.0	51 61	56	manufacturer of organic products made from essential oils	2011 1 / 4	Jayme Bella CEO (800) 777-1603	
18		MelroseMac 6614 Melrose Ave. Los Angeles 90038 melroseinc.com	59.2 56.9	68 68	51	technology sales and services provider	2003 2 / 2	Sandra Nasser CEO (323) 937-4600	
19		Giroux Glass Inc. 850 W. Washington Blvd., Suite 200 Los Angeles 90015 girouxglass.com	56.0 43.7	143 208	100	glass and glazing contractor	1946 1 / 4	Nataline Lomedico CEO, President (213) 747-7406	
20		RJT Compuquest Inc. 222 N. Sepulveda Blvd., Suite 2250 El Segundo 90245 rjtcompuquest.com	52.5 44.0	110 325	50	consulting services, IT staffing and IT project management	1996 1 / 7	Amarjit Shokeen CEO (310) 421-1292	
21		Premio Inc. 918 Radecki Court City of Industry 91748 premioinc.com	45.0 44.5	110 119	72	design, manufacturing and services provider	1989 1 / 2	Crystal Wu CEO, President (800) 977-3646	
		InterTrend Communications Inc. 228 E. Broadway Long Beach 90802 intertrend.com	45.0 44.0	74 74	100	Asian-American advertising agency	1991 2 / 2	Julia Huang President (562) 733-1888	
23		Sheridan Group 2045 Pontius Ave. Los Angeles 90025 thesheridangroupinc.com	42.3 48.1	58 58	100	health care, hospitality and corporate furniture dealer	1984 3 / 4	Dannine Sheridan President (310) 575-0664	
24		Corniche Group Inc. 8721 Sunset Blvd., Suite 200 West Hollywood 90069 corniche.com	42.0 38.0	30 40	100	corporate and leisure travel, event planning, meetings and incentive management, entertainment management	1987 2 / 3	Anastasia Mann CEO, Chairwoman (310) 854-6000	
25		K.T.'s Kitchens Inc. 1065 E. Walnut St. Carson 90746 ktskitchens.com	38.8 37.4	140 140	100	manufacturer of frozen pizza products and bottled salad dressings	1987 1 / 1	Kathy Taggares CEO (310) 764-0850	
26		Meridith Baer Home 4100 Ardmore Ave. South Gate 90280 meridithbaer.com	35.4 33.2	160 165	100	home staging, luxury furniture leasing, interior design and event interiors	1998 2 / 5	Meridith Baer CEO, Founder (310) 204-5353	
27		Fraser Communications 1631 Pontius Ave. Los Angeles 90025 frasercommunications.com	34.5 32.5	22 22	100	advertising, public relations and marketing research	1998 1 / 1	Renee Fraser CEO (310) 319-3737	
28		AAA Cos. 25007 Anza Drive Valencia 91355 aaacompanies.com	33.9 26.5	39 308	60	national facility services provider	1995 1 / 5	JoAnn Katinos CEO (800) 892-4784	
29		Direct Results Radio Inc. 815 Hampton Drive, Suite 2 Venice 90291 directresults.com	32.1 30.9	24 32	100	audio marketing agency	2007 1 / 2	Jill Albert President (310) 382-5000	
30		Hasco Oil Holding Co. Inc. 2800 Temple Ave. Long Beach 90806 hascooil.com	29.0 29.5	33 33	100	lubricant and grease products' marketer, distributor and manufacturer	1965 4 / 4	Renee Bjorklund President (562) 595-8491	

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31		TechLink Systems Inc. 8383 Wilshire Blvd., Suite 745 Beverly Hills 90211 techlinksystems.com	\$26.3 \$27.5	25 250	100%	IT consulting and staffing	1998 1 / 6	Jane Kim CEO, President (310) 300-1720	
32		Zambezi 10441 Jefferson Blvd. Culver City 90232 zambezi-la.com	26.0 22.4	81 81	51	independent creative advertising agency	2006 1 / 1	Jean Freeman CEO, Principal (310) 450-6800	
33		Miller Group 1516 S. Bundy Drive Los Angeles 90025 millergroupmarketing.com	25.0 23.5	NA NA	100	digital advertising and marketing agency, new product launches, brand revitalization	1990 1 / 3	Renee Miller President, Creative Director (310) 442-0101	
34		Young Systems Corp. 13125 Midway Place Cerritos 90703 nuworldinc.com	24.5 22.4	53 53	50	office equipment wholesale and retail	1985 1 / 1	Young Lee President (562) 921-2256	
35		Kendall Frozen Fruits Inc. 9777 Wilshire Blvd. Beverly Hills 90212 kendallfruit.com	22.9 28.1	3 14	90	frozen fruit, juice concentrate and dried fruit broker	1978 1 / 2	Susan Kendall CEO (310) 288-9920	
36		El Clasificado 11205 Imperial Highway Norwalk 90650 elclasificado.com	22.5 22.5	NA NA	50	multimedia print, online and event marketing for the Hispanic community	1988 2 / 5	Martha de la Torre CEO, Publisher (323) 278-5310	
37		Jaman Properties 23823 Malibu Road, Suite 50 Malibu 90265 jamanproperties.com	22.0 ¹ 22.0	2 2	50	real estate development and home design	2003 1 / 1	Janus Cercone Co-Founder (310) 456-2001	
38		Ace Fence Co. 727 Glendora Ave. La Puente 91744 acefencecompany.com	21.3 18.5	95 95	51	public works, installation of chain link and ornamental iron fencing; handrails, metal beam guard rails	1949 2 / 2	Amy Tsui President (626) 333-0727	
39		Par Avion Travel Inc. 15901 Hawthorne Blvd., Suite 440 Lawndale 90260 paravion-inc.com	21.2 21.2	16 16	100	housing bureau for corporate meetings, conventions, trade shows and conferences	1984 1 / 1	Toby Brenner CEO, President (310) 670-2970	
40		B&K Electric 1225 S. Johnson Drive City of Industry 91745 bk-electric.com	20.9 29.9	17 35	85	electrical distributor	1958 1 / 4	Todd Brown CEO, President (626) 965-5040	
41		General Industrial Tool & Supply 7649 San Fernando Road Burbank 91505 gitool.com	19.9 23.8	47 47	100	distributor of industrial tools and supplies	1951 1 / 1	Karen Boyle President (818) 504-9333	
42		Mansour Travel Co. 8383 Wilshire Blvd., Suite 350 Beverly Hills 90211 mansourtravel.com	19.4 21.4	13 13	100	travel agency	1981 1 / 1	Kay Mansour CEO, President (310) 276-2768	
43		Giuliano's Bakery 1264 E. Walnut St. Carson 90746 giulianos.com	19.0 18.4	77 92	50	wholesale bakery, fresh and frozen products	1952 1 / NA	Gregory Ritmire President (310) 537-7700	
44		LightWerks Communication Systems Inc. ² 3331 Jack Northrop Ave. Hawthorne 90250 ccsproav.com	17.0 21.0	35 55	51	audio-visual dealer/contractor specializing in integrated technology display systems in conference rooms, classrooms and public venues	1996 1 / 5	David Riberi CEO (424) 675-2600	
























¹ Business Journal estimate.

² Formerly CCS Presentation Systems Inc.

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		Athena Engineering Inc. 456 E. Foothill Blvd. San Dimas 91773 athenaengineering.com	\$17.0' \$17.0'	NA NA	100%	mechanical HVAC system design/ integration; building automation systems, security and access	1984 1 / 1	Jane Chiera President (909) 599-0947	
46		Thoreau Services Inc. 5120 W. Goldleaf Circle, Suite 10 Los Angeles 90056 thoreauservices.com	16.8 12.7	140 149	60	provider of cleaning, emergency and construction services to retailers, builders and facility maintenance providers	1983 1 / 2	Nicki Frank CEO, President (310) 822-8017	
47		VNSM 6421 Alondra Blvd. Paramount 90723 vnsm.net	16.5 13.6	60 60	100	sheet metal subcontractor	1991 1 / 1	Lilly Chang Owner (562) 663-8900	
48		Technical Works 13200 Crossroads Parkway North, Suite 115 City of Industry 91746 twistaff.com	16.0' 16.0	21 32	80	staffing and search firm	1999 1 / 4	Ingrid Arciniaga CEO, President (562) 908-1041	
		Peter Pepper Products Inc. 17929 S. Susana Road Compton 90221 peterpepper.com	16.0 15.6	70 70	72	furniture and accessories designer for commercial interiors	1952 2 / 2	Sigi Pepper CEO, President (310) 639-0390	
50		Halton Pardee & Partners Inc. 1524 Abbot Kinney Blvd. Venice 90291 haltonpardee.com	15.2 13.9	41 43	100	real estate brokerage firm	2005 3 / 4	Tami Halton Pardee Owner, Broker (310) 907-6517	
51		Knock Knock 1635 Electric Ave. Venice 90291 knockknockstuff.com	15.0 15.0	53 53	100	maker of gifts, books and other novelties	2002 1 / 1	Jen Bilik CEO (310) 396-4132	
52		Brascia Builders Inc. 2801 E. Anaheim St. Long Beach 90804 brasciabuilders.com	14.9' 14.9	28 29	50	general contractor	2009 1 / 2	Michael Brascia President (562) 576-0900	
		Marina Graphic Center Inc. 12901 Cerise Ave. Hawthorne 90250 marinagraphics.com	14.9 14.5	110 110	60	offset and digital printing, custom letterpress, project fulfillment and mailing services	1964 1 / 1	Peggy Chernoff CEO (310) 970-1777	
54		Ronin Staffing 500 N. Brand Blvd., Suite 625 Glendale 91203 roninllc.com	14.1 20.6	NA 250	100	temporary staffing agency	2008 1 / 3	Vivian Rutherford CEO, President (818) 303-1340	
55		Picore International Security 23679 Calabasas Road, Unit 215 Calabasas 91302 picoreinternational.com	14.0' 14.0	50 352	100	armed and unarmed security guards, executive/ VIP protection and private investigation	1998 1 / 4	Dana Picore CEO, President (818) 888-9659	
56		Tumbleweed Transportation P.O. Box 49291 Los Angeles 90049 tumbleweedtransportation.com	12.8 11.2	NA 160	100	school bus contractor	1994 1 / 1	Erin Borda CEO, President (310) 444-3232	
57		Anything 2 Everything 12001 Ventura Place, Suite 410 Studio City 91604 teama2e.com	12.5 12.4	10 30	100	events, branded merchandise and creative services	2009 1 / 5	Ashley Wyatt President (818) 308-7000	
58		Spragues' Ready Mix 230 E. Longden Ave. Irwindale 91706 srmconcrete.com	12.4 11.5	25 40	64	manufacturing and delivery of ready mix concrete	1927 1 / 2	Michael Toland President (626) 445-2125	

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59		NorthStar Moving Co. 9120 Mason Ave. Chatsworth 91311 northstarmoving.com	\$12.3 \$14.5	98 98	50%	moving and storage services	1994 2 / 3	Ram Katalan CEO, Co-Founder (310) 451-7221	
60		ForensisGroup 301 N. Lake Ave., Suite 420 Pasadena 91101 forensisgroup.com	12.2 9.6	21 21	80	technical and scientific expert and consulting services	1991 1 / 1	Mercy Steenwyk CEO, President (626) 795-5000	
61		Re/Max Estate Properties 63 Malaga Cove Plaza Palos Verdes Estates 90274 realestatelosangeles.com	11.5 11.5	74 74	90	real estate brokerage	1987 15 / 15	Sandra Sanders President (310) 378-9494	
62		Promotions Dept. 24238 Hawthorne Blvd. Torrance 90505 thepromotionsdept.com	11.3 10.0	19 21	51	provider of branded promotional products to the corporate and sports industry	1992 1 / 3	Linda Tulchin President (310) 791-7006	
63		Canon Recruiting Group 26531 Summit Circle Santa Clarita 91350 canonrecruiting.com	11.1 13.2	75 250	51	nationwide staffing and search firm	1980 1 / 2	Laurie Grayem CEO, Managing Partner (661) 252-7400	
64		Global Transloading 1842 E. 29th St. Signal Hill 90755 globaltransloading.com	11.0 ¹ 11.0	15 15	100	construction waste hauler	2004 1 / 2	Shannon Griego President (562) 495-9600	
		Lusive Decor 3400 Medford St. Los Angeles 90063 lusivedecor.com	11.0 11.7	52 52	51	manufacturer of custom lighting and accessories	2003 1 / 1	Sally Thomas Cooper CEO (323) 227-9207	
66		Peninsula Escrow 57 Malaga Cove Plaza Palos Verdes Estates 90274 penescrow.com	10.4 9.0	40 40	100	escrow services for real estate transactions	1989 8 / 8	Sandra Sanders President (310) 373-1063	
67		Innovative Solutions Insurance Services 200 N. Sepulveda Blvd., Suite 900 El Segundo 90245 innovativesolutions.net	10.2 14.0	25 NA	100	insurance brokerage firm	1998 1 / 1	Lynne Rosenberg President (800) 551-8289	
68		Team Adhoc 1055 E. Colorado Blvd., Suite 500 Pasadena 91106 team-adhoc.com	9.9 8.5	20 20	100	provider of business services specializing in accounting, financing, governance risk and compliance	2014 1 / 2	Nancy Nip Rouguine CEO, President (626) 788-1055	
		Murphy O'Brien Inc. 11444 W. Olympic Blvd., Suite 600 Los Angeles 90064 murphyobrien.com	9.9 9.3	59 57	50	public relations	1989 1 / 2	Karen Murphy O'Brien CEO, Chairwoman (310) 453-2539	
70		Roth Event-full Design Co. Inc. 10323 Los Alamitos Blvd. Long Beach 90702 redcompany.com	9.5 7.3	22 22	100	meeting and event planning, branded promotional items, apparel	2008 1 / 1	Carmela Roth President (562) 498-1270	
71		Cowelco Steel Contractors 1634 W. 14th St. Long Beach 90813 cowelco.com	9.0 6.9	24 49	100	steel fabricators and erectors	1947 1 / 1	Tamery McGrabb President (562) 432-5766	
72		Sapphos Environmental Inc. 430 N. Halstead St. Pasadena 91107 sapphosenvironmental.com	8.7 6.0	43 43	100	environmental firm focused on planning, resource management, environmental compliance, monitoring and permitting	1992 1 / 1	Marie Campbell President (626) 683-3547	

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WOMEN-OWNED BUSINESSES

Rank		Company <ul style="list-style-type: none">nameaddresswebsite	Revenue <ul style="list-style-type: none">20172016(in millions)	Employees <ul style="list-style-type: none">L.A. Countytotal	Percentage Woman-Owned	Description	Profile <ul style="list-style-type: none">year foundedoffices (L.A./total)	Top Executive <ul style="list-style-type: none">nametitlephone	
73		Bench International 12121 Wilshire Blvd., Suite 750 Los Angeles 90025 benchinternational.com	\$8.4 \$8.2	17 25	100%	executive search firm for life science and health care industries	1974 1 / 6	Denise DeMan CEO, Chairwoman (310) 854-9900	
74		Equis Staffing 27001 Agoura Road, Suite 160 Calabasas 91301 equisdifference.com	8.2 8.0	9 9	100	placement of IT and accounting/finance professionals	2006 1 / 1	Carrie Nebens President (818) 444-0100	
75		Culinary Services of America Inc. 6363 Wilshire Blvd., Suite 305 Los Angeles 90048 culinarystaffing.com	8.0 5.5	800 800	100	special event staffing for the food service and hospitality industries	1999 1 / 1	Randy Hopp President (323) 965-7582	
76		FCI Management 3850 E. Gilman St. Long Beach 90815 fcimgt.com	7.8 ¹ 7.8	47 50	51	energy/water efficiency management services and retrofit programs for residential and non-residential customers	1998 1 / 2	Patricia Watts CEO, President (562) 719-9300	
77		Ballantines PR 9200 Sunset Blvd., Suite 920 West Hollywood 90069 ballantinespr.com	7.5 6.5	25 25	100	public relations	2000 1 / 2	Sarah Roberts President (310) 454-3080	
78		Network Magic Unlimited 2999 Overland Ave., Suite 210 Los Angeles 90064 netmagicu.com	7.0 7.0	12 12	100	computer network services: cyber security, hardware, software, engineering, network monitoring and cloud services	1993 1 / 1	Susan Pignotti President (310) 449-1411	
79		Sage Millimeter Inc. 3043 Kashiwa St. Torrance 90505 sagemillimeter.com	6.7 8.2	47 47	68	technology company focused on developing high-performance microwave and millimeter-wave components and sub-assemblies for commercial and military system applications	2011 2 / 2	Yonghui Shu CEO, President (424) 757-0168	
80		Infrastructure Factor Consulting Inc. 2361 Rosecrans Ave., Suite 368 El Segundo 90245 ifactor.com	6.4 6.2	40 42	51	mechanical, electrical, plumbing consulting engineering services	2006 1 / 3	Brittany Dianat CEO (310) 725-1500	
		Sheridan Care 3710 S. Robertson Blvd. Suite 216 Culver City 90232 sheridancare.com	6.4 6.3	160 222	100	licensed home care workers in homes, hospitals or retirement communities	2001 1 / 2	Susan Marie Dost CEO (310) 204-1187	
82		Technology Management Concepts 807 Parkview Drive North, Suite 150 El Segundo 90245 abouttmc.com	6.3 6.6	NA NA	100	sells and implements Microsoft Dynamics ERP accounting software	1984 1 / 1	Jennifer Harris Principal (310) 559-3982	
83		Quality Material Handling Inc. 900 W. Foothill Blvd. Azusa 91702 qmhinc.com	6.2 6.7	40 40	51	distributor and manufacturer of warehouse equipment and storage items	1991 2 / 2	Hector Pinto CEO, President (626) 812-9722	
84		Redbird 3617 Eastham Drive Culver City 90232 redbirdgroup.com	6.0 6.0	18 18	100	creative and strategic marketing agency	1996 1 / 2	Susan Gates CEO, Founding Partner (818) 388-5234	
85		CR&A Custom Inc. 312 W. Pico Blvd. Los Angeles 90015 cracustom.com	5.9 5.6	NA NA	100	large format digital printer	1993 1 / 1	Carmen Rad President (213) 749-4440	
86		Fred Jefferson Memorial Homes 152 W. Walnut St., Suite 150 Gardena 90248 fredjeffersoninc.com	5.6 ¹ 5.6	28 43	100	residential, psychological and educational services for children in foster care	1989 3 / 5	Cecilia Jefferson-Freeman CEO (310) 763-1660	

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WOMEN-OWNED BUSINESSES

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		LA Business Personnel Inc. 3325 Wilshire Blvd., Suite 805 Los Angeles 90010 labusinesspersonnel.com	\$5.6 \$5.5	NA NA	100%	temporary and regular full-time staffing agency	1988 1 / 1	Jila Davachi Office Manager (213) 365-1010	
88		Pretzel King 3520 Giddings Ranch Road Altadena 91001 N/A	5.4 6.0	65 105	100	fast food franchises	1994 1 / NA	Linda Read President (818) 634-2449	
		Konnect Agency 888 S. Figueroa St., Suite 1000 Los Angeles 90017 konnectagency.com	5.4 5.2	30 38	100	public relations, interactive, marketing and content creation services	2009 1 / 3	Sabina Gault CEO (213) 988-8344	
90		Dura Flooring Inc. 4720 E. Washington Blvd. Los Angeles 90040 duracarpet.com	5.3 5.1	14 14	100	flooring contractor	1986 1 / 1	Trinidad Alday President (323) 262-4550	
91		Regan Group 360 W. 132nd St. Los Angeles 90061 theregangroup.com	5.2 4.1	30 30	100	marketing agency	1991 1 / 1	Patti Regan CEO, President (310) 327-7321	
92		First Call Staffing Inc. 2780 Skypark Drive, Suite 340 Torrance 90505 firstcallstaff.com	5.1 4.4	175 175	100	staffing agency providing office support, light industrial personnel	1990 1 / 1	Marcia Allen President (310) 539-2884	
93		LBW Insurance and Financial Services 28055 Smyth Drive Valencia 91355 lbwinsurance.com	5.0 4.9	35 35	51	independent agency providing insurance, group benefits, financial services and risk control strategies	1922 1 / 1	Mitzi Like CEO, President (661) 702-6000	
		Amy Zimmerman & Associates Inc. 5334 Torrance Blvd., Second Floor Torrance 90503 azastaffing.com	5.0 4.3	10 10	100	executive recruiting, direct hire, temporary staffing, temp-hire staffing	1993 1 / 2	Amy Zimmerman President (310) 798-6979	
95		Partners In Diversity Inc. 690 E. Green St., Suite 101 Pasadena 91101 partnersindiversity.com	4.8 3.6	177 185	100	staffing agency providing payroll services, temporary, temporary-to-hire and direct-hire employment and business process services	2002 1 / 1	Arlene Apodaca Co-Owner, Founder, Vice President (626) 793-0020	
96		MPRM Communications 5055 Wilshire Blvd., Suite 840 Los Angeles 90036 mprm.com	4.6 5.1	30 31	50	public relations firm	1998 1 / 1	Rachel McCallister Chairwoman (323) 933-3399	
97		Adville/USA Inc. 44 S. Mentor Ave. Pasadena 91106 adville-usa.com	4.4 ¹ 4.4	8 8	100	advertising, marketing and promotional services	1985 1 / 1	Victoria Walls CEO, President (626) 397-9911	
		Cynthia Bennett & Associates Inc. 501 Fair Oaks Ave. South Pasadena 91030 cynthiabennett.com	4.4 6.1	6 6	100	design-build construction, remodeling, additions, interior design	1980 1 / 1	Cynthia Bennett President (626) 799-9701	
99		Someone's in the Kitchen 5973 Reseda Blvd. Tarzana 91356 sitk.com	4.3 4.4	35 50	85	catering and event planning	1980 1 / 1	Joann Roth-Oseary President (818) 343-5151	
100		SuperbTech Inc. 5800 Hannum Ave., Suite 150 Culver City 90230 superbtechinc.com	4.1 ¹ 4.1	NA NA	100	contract and permanent placement staffing services	1998 1 / 1	Jan Davis President (310) 645-1199	

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