

# CONSTRUCTION RISES

Local firms show big growth during region's building boom

By **HOWARD FINE** Staff Reporter

**O**NE in 10 companies on this year's Business Journal list of the 100 fastest-growing private companies in Los Angeles County were construction contractors, showing just how impactful the recent building and infrastructure boom has been to the local economy.

There are 10 construction companies on the 2018 list; that's up from eight on last year's list and three in 2016.

Six of the 10 were general contractors; all but one of those grew revenues more than 50 percent from a nine-figure base revenue over the three years (2015 through 2017) measured for the list. That gross revenue growth for these firms is larger than for most firms on the Business Journal's list. Three were subcontractors or suppliers, and one was a specialty contractor focused on seismic retrofit and foundation repair.

"Construction has been hot, hot, hot," said **Barbara Kotsos**, marketing director for **Giroux Glass Inc.**, a glass pane installer based near USC in South Los Angeles. It placed No. 68 on the list with a three-year revenue growth of 71 percent to \$56 million. Giroux recently installed glass panes atop the Paul Hastings Tower at City National Plaza downtown.

"You can't look in any direction in downtown Los Angeles without seeing cranes. Some of our contractors tell us they have 10 years of work in the pipeline," Kotsos said.

Of course, the stretch from 2015 through 2017 were years of plenty for the construction industry across California and the nation: Revenues grew 15 percent on both fronts over that time span, according to figures supplied by **Gary Tulacz**, senior editor with New York-based trade publication Engineering News-Record.

"Southern California has benefited from an overall strong construction market," Tulacz said. "Part of this has been fueled by a variety of bond issues passed over the last few years, funding transportation and infrastructure upgrades, and school construction. Southern California has also benefited from an influx of foreign money coming into the region to fund real estate development."

## Rapid growth at giants

Adding to the boom was pent-up demand from the real estate downturn of 2008 through 2012, according to **Dafna Zilafro**, vice president of marketing for **Matt Construction Corp.**, a Santa Fe Springs general contractor that placed No. 77 on the list with 58 percent revenue growth between



**Hammering Home:** Oltmans Construction's revenue jumped to \$735 million.

OLTMANS CONSTRUCTION CO

2015 and 2017 to reach \$490 million in revenue last year. Matt Construction recently completed work on the Waldorf Astoria hotel in Beverly Hills.

"The last recession hit our industry especially hard because it curtailed financing for construction," Zilafro said. "It was a long time before the financing market eased up and allowed access to borrow for development. When that finally did come back, there was a lot of deferred development and maintenance, making for several years' worth of pent-up demand. That's why you're seeing so many in our sector that saw such spectacular growth during that time span."

Zilafro said Matt Construction was particularly well-positioned for the upturn because the company was able to retain most of its key people during the downturn.

"We had the experienced personnel and the projects in place to move quickly when the market turned up again," she said.

Zilafro said the firm's project backlog has continued strong over the past year, which translates into more work over the next couple of years.

The growth was just as rapid at No. 70 **Oltmans Construction Co.**, of Whittier, where revenue jumped 68 percent from 2015 through 2017 to reach \$734.6 million, making for the largest revenue gain in dollars — nearly \$300 million — of any construction-related company on the list.

"We diversified into a lot of new areas — solar projects, healthcare, institutional (nonprofits, schools, etc.) and infrastructure — all of which grew very rapidly coming out of the recession," said Oltmans President **John Gormly**.

Another hot area of late has been industrial, Gormly said. He noted the company finished work late last year on a 1 million-square-foot **Amazon.com Inc.** warehouse in the Inland Empire city of Eastvale.

He added that, unlike some other companies, Oltmans is not experiencing labor shortages now.

"We are a union workforce, and that's been a big help," Gormly said. "The union has provided a steady, well-trained source of labor and has lent stability to our workforce."

## Seismic boost

The construction company with the fastest revenue growth rate from 2015 through 2017 was No. 29 **Alpha Structural Inc.**, which grew 146 percent to reach \$16.2 million. Sunland-based Alpha Structural specializes in seismic retrofitting and foundation repair, and has seen its business jump with the enactment of seismic retrofit mandates in Los Angeles, Santa Monica and "We were one of the first companies out of the gate specializing in seismic retrofitting for soft-story residential buildings," said **Max Oliva**, senior vice president of expansion for Alpha Structural.

Oliva said the company has more recently picked up seismic retrofit work that was not

completed properly by unlicensed contractors.

The foundation repair business has also grown with the increase in residential real estate transactions and remodeling in recent years.

"When a house is in escrow or about to be remodeled, that's when we get inquiries related to foundations that are sinking," Oliva said.

## Less sunny outlook

Looking ahead, Tulacz and the local contractor executives said it will be more difficult to sustain rapid revenue growth as the industry confronts labor shortages, trade tariffs pushing up costs for construction materials, and rising interest rates driving up borrowing costs for major projects.

"The problem of labor shortages in the trades and on the management side for construction ... has constrained a lot of larger contractors from bidding on as much as they would like," Tulacz said.

Also, Tulacz said, many major contractors are now being more selective in their choice of projects so as not to put too much strain on cash flow — in essence, they are voluntarily slowing their growth a bit.

"There's more work out there than we can accept," Matt Construction's Zilafro said.

And then there's the impact of trade tariffs. "The trade tariffs are impacting us like a bad game of dominoes," Giroux Glass' Kotsos said. "The tariffs are hitting our suppliers, who are passing on the higher costs to us. And they are causing delays as our suppliers are hunting around for alternative sources for the tariffs."

Kotsos said the rising prices for glass and other materials have forced the company to cut costs elsewhere to keep in line with their project bid prices.
















"We're getting good again at cutting expenses," she said.

**Sky High:** Giroux Glass saw revenues rise with Paul Hastings Tower downtown.



GIROUX GLASS



Rank		Company (Ranking in 2017) • name • address • website	Percentage Growth in Revenue • 2015-2017	Revenue • 2017 • 2016 • 2015 (in millions)	Employees • L.A. County • total	Description	Profile • year founded • offices (L.A. county/total)	Top Executive • name • title • phone	
1		<b>Halo Top Creamery (1)</b> 4470 W. Sunset Blvd., Suite 90182 Los Angeles 90027 <a href="http://halotop.com">halotop.com</a>	17,621%	\$350.6 \$49.1 \$2.0	NA NA	maker of low-calorie ice cream	2012 1/1	Justin Woolverton CEO, Founder (855) 425-6867	
2		<b>NMS Capital Group</b> 433 N. Camden Drive, Fourth Floor Beverly Hills 90210 <a href="http://nmsequity.com">nmsequity.com</a>	2,589	17.5 7.3 0.7	12 52	private equity, merchant banking and investment firm	2009 1/4	Trevor Saliba CEO, Chairman (310) 855-0020	
3		<b>SnackNation</b> 3534 Hayden Ave. Culver City 90232 <a href="http://snacknation.com">snacknation.com</a>	831	16.9 9.8 1.8	160 168	healthy snack delivery service	2014 1/2	Sean Kelly CEO, Co-Founder (310) 845-7733	
4		<b>Fox Dealer Inc.</b> 101 E. Green St., Suite 14 Pasadena 91105 <a href="http://foxdealer.com">foxdealer.com</a>	761	18.7 8.1 2.2	60 70	digital agency specializing in custom websites, design and digital marketing	2013 1/1	GianCarlo Asong CEO 866-252-5879	
5		<b>Anchor Loans Inc.</b> 5230 Las Virgenes Road, Suite 105 Calabasas 91302 <a href="http://anchorloans.com">anchorloans.com</a>	539	122.6 103.4 19.2	127 137	private money lender	1998 1/2	Stephen Pollack CEO, President (310) 395-0010	
6		<b>GoGuardian</b> 200 N. Pacific Coast Highway, Suite 200 El Segundo 90245 <a href="http://goguardian.com">goguardian.com</a>	476	14.7 7.6 2.6	111 118	education-focused software provider	2014 1/1	Advait Shinde CEO (888) 310-0410	
7		<b>Hardcore Fitness Inc.</b> 20715 Centre Pointe Parkway, Suite B Santa Clarita 91350 <a href="http://hardcorefitnessinc.com">hardcorefitnessinc.com</a>	465	5.3 2.0 0.9	35 120	group training facility	2007 5/15	Larry Nolan CEO, Co-Founder Nadia Nolan Co-Founder (800) 910-2486	
8		<b>ServiceTitan Inc.</b> 801 N. Brand Blvd., Suite 700 Glendale 91203 <a href="http://servicetitan.com">servicetitan.com</a>	436	28.2 13.4 5.3	452 523	mobile, cloud-based software platform for home services companies	2012 1/2	Ara Mahdessian CEO, Co-Founder (855) 899-0970	
9		<b>Edge Financial</b> 16501 Ventura Blvd., Suite 110 Encino 91436 <a href="http://edgefinancial.com">edgefinancial.com</a>	393	11.7 9.8 2.4	92 92	tax preparation company	2001 1/1	Light Silver CEO (800) 410-8605	
10		<b>SmartyPants Inc. (10)</b> 4056 Del Rey Ave., Suite A Marina del Rey 90292 <a href="http://smartypantsvitamins.com">smartypantsvitamins.com</a>	342	52.4 <sup>1</sup> 23.6 11.9	NA 51 <sup>1</sup>	vitamin wholesaler	2009 1/1	Courtney Nichols Gould Gordon Gould Co-CEOs, Co-Founders (310) 577-9525	
11		<b>Greenspire (3)</b> 3130 Wilshire Blvd., Suite 200 Santa Monica 90404 <a href="http://greenspire.com">greenspire.com</a>	341	30.7 <sup>1</sup> 41.7 7.0	NA 150 <sup>1</sup>	home-services technology	2012 2/5	David Murray CEO (310) 477-7686	
12		<b>Yamibuy.com (14)</b> 280 Machlin Court City of Industry 91789 <a href="http://yamibuy.com">yamibuy.com</a>	323	88.8 <sup>1</sup> 50.0 21.0	NA 252	e-commerce website	2013 1/2	Alex Zhou CEO (800) 407-9710	
13		<b>Dirty Robber</b> 1305 N. Catalina St. Los Angeles 90027 <a href="http://dirtyrobber.com">dirtyrobber.com</a>	316	15.8 <sup>1</sup> 7.2 <sup>1</sup> 3.8 <sup>1</sup>	NA 1,200 <sup>1</sup>	production company	2009 1/2	Chris Uettwiller CEO, Executive Producer (323) 668-9394	
14		<b>123 Home Care</b> 3407 W. 6th St., Suite 709 Los Angeles 90020 <a href="http://123homecares.com">123homecares.com</a>	278	9.8 4.5 2.6	NA 63	provider of nonmedical home care services and transportation	2013 10/29	Gray Freeman CEO (310) 361-8558	
15		<b>Hawke Media (5)</b> 1640 5th St., Suite 107 Santa Monica 90401 <a href="http://hawke-media.com">hawke-media.com</a>	274	9.5 5.5 2.5	132 132	digital marketing agency	2014 1/1	Erik Huberman CEO, Founder (310) 451-7295	

<sup>1</sup> Information from Inc. magazine.  
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# FASTEST GROWING PRIVATE COMPANIES *Continued from page 22*

Rank		Company (Ranking in 2017) • name • address • website	Percentage Growth in Revenue • 2015-2017	Revenue • 2017 • 2016 • 2015 (in millions)	Employees • L.A. County • total	Description	Profile • year founded • offices (L.A. county/total)	Top Executive • name • title • phone	
16		<b>Titanium Real Estate Network</b> 8932 Mission Drive, Suite 102 Rosemead 91770 <a href="http://titaniumrealestatenetwork.com">titaniumrealestatenetwork.com</a>	252%	\$8.1 <sup>1</sup> \$4.1 <sup>1</sup> \$2.3 <sup>1</sup>	NA 8 <sup>1</sup>	real estate company	2007 1/1	Rudy Kusuma CEO, President (626) 789-0159	
17		<b>Mediakix</b> 2218 Main St., Unit 201 Santa Monica 90405 <a href="http://mediakix.com">mediakix.com</a>	246	9.7 6.9 2.8	NA NA	marketing agency	2011 1/1	Evan Asano CEO, Founder (310) 450-1999	
18		<b>KPG Healthcare (16)</b> 1960 E. Grand Ave., Suite 940 El Segundo 90245 <a href="http://kpghealthcare.com">kpghealthcare.com</a>	218	22.3 14.0 7.0	245 289	health care staffing agency	2011 1/1	Joe Gossman CEO, President (310) 374-7178	
19		<b>Unitas Global (12)</b> 453 S. Spring St., Suite 201 Los Angeles 90013 <a href="http://unitasglobal.com">unitasglobal.com</a>	217	33.3 <sup>1</sup> 22.1 10.5	NA 105 <sup>1</sup>	provider of cloud technologies	2011 1/4	Patrick Shutt CEO (213) 785-6200	
20		<b>Relief-Mart Inc. (21)</b> 28505 Canwood St., Suite C Agoura Hills 91301 <a href="http://Selectabed.com">Selectabed.com</a>	214	15.7 <sup>1</sup> 14.2 5.0	NA 42 <sup>1</sup>	manufacturer and distributor of mattresses, pillows and health supplements	2001 1/1	Rick Swartzburg CEO, Head of Product Development (800) 667-1969	
21		<b>Freight Right Global Logistics Inc.</b> 4250 Pennsylvania Ave., Suite 206 La Crescenta 91214 <a href="http://freightright.com">freightright.com</a>	206	5.5 3.6 1.8	12 34	international and domestic logistics company	2007 1/3	Robert Khachatryan President, Chief Operating Officer (877) 909-7447	
22		<b>Gimbal Inc. (11)</b> 1320 E. 7th St., Suite 200 Los Angeles 90021 <a href="http://gimbal.com">gimbal.com</a>	205	16.9 <sup>1</sup> 17.3 5.5	NA 63 <sup>1</sup>	marketing and advertising automation platform	2011 1/6	Rob Emrich CEO, Founder (800) 882-5216	
23		<b>Partner Energy Inc.</b> 680 Knox St., Suite 150 Los Angeles 90502 <a href="http://ptrenergy.com">ptrenergy.com</a>	198	10.5 4.9 3.5	NA 41	provider of energy efficiency engineering and sustainability consulting services	2009 1/3	Tony Liou President (888) 826-1216	
24		<b>Blaze Pizza (6)</b> 35 N. Lake Ave., Suite 710 Pasadena 91101 <a href="http://blazepizza.com">blazepizza.com</a>	178	278.8 184.6 100.2	1,000 8,000	fast-casual pizza restaurants	2011 25/237	Jim Mizes CEO, President (626) 584-5880	
25		<b>Fishermen Labs (4)</b> 140 Penn St. El Segundo 90245 <a href="http://fishermenlabs.com">fishermenlabs.com</a>	173	6.0 4.0 2.2	12 40	product development agency	2014 1/4	Eden Chen Charles Hu Bryce Komae Managing Partners (424) 262-5227	
26		<b>Coast Medical Service Inc. (40)</b> 9560 W. Pico Blvd. Los Angeles 90035 <a href="http://coastmedicals-service.com">coastmedicals-service.com</a>	170	8.1 6.1 3.0	12 12	health care staffing agency	1979 1/1	Kenny Kadar President (323) 879-8880	
27		<b>Scorpion Inc. (28)</b> 27750 Entertainment Drive Valencia 91355 <a href="http://scorpion.co">scorpion.co</a>	165	194.0 <sup>1</sup> 123.6 73.3	NA 554 <sup>1</sup>	internet marketing company	2001 1/3	Rustin Kretz CEO (661) 702-0100	
28		<b>Centerfield Media Holdings (76)</b> 12130 Millennium Drive, Suite 600 Los Angeles 90094 <a href="http://centerfield.com">centerfield.com</a>	157	190.4 <sup>1</sup> 87.9 <sup>1</sup> 74.0	NA 1,099 <sup>1</sup>	developer of advertising technology	2011 1/3	Jason Cohen Brett Cravatt Co-CEOs, Co-Founders (310) 341-4420	
29		<b>Alpha Structural Inc.</b> 8334 Foothill Blvd. Sunland 91040 <a href="http://alphastructural.com">alphastructural.com</a>	146	16.2 9.0 6.6	141 141	contractor specializing in foundation and landslide repair, and earthquake retrofitting	1993 2/2	David Tourje Owner (323) 258-5482	
		<b>Semihandmade Inc. (35)</b> 407 W. Chestnut Ave. Monrovia 91016 <a href="http://semihandmadedoors.com">semihandmadedoors.com</a>	146	9.6 <sup>1</sup> 6.9 3.9	NA 63 <sup>1</sup>	manufacturer of custom doors and cabinets	2011 1/1	John McDonald CEO (818) 561-4350	
31		<b>Channel Factory (56)</b> 8383 Wilshire Blvd., Suite 930 Beverly Hills 90211 <a href="http://channelfactory.com">channelfactory.com</a>	142	34.0 <sup>1</sup> 16.4 14.1	NA 53 <sup>1</sup>	marketing agency for YouTube and social video advertising	2010 1/6	Tony Chen CEO (323) 852-8788	
32		<b>Wpromote Inc. (73)</b> 2100 E. Grand Ave., First Floor El Segundo 90245 <a href="http://wpromote.com">wpromote.com</a>	128	43.8 28.0 19.2	193 340	digital marketing firm	2001 1/8	Michael Mothner CEO, Founder (310) 421-4844	










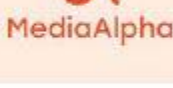
<sup>1</sup> Information from Inc. magazine.  
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		<b>Boa Logistics (48)</b> 6041 Bristol Parkway, Suite 100 Culver City 90230 <a href="http://boalogistics.com">boalogistics.com</a>	<b>128%</b>	\$17.2 \$13.0 \$7.5	25 26	freight management, logistics, third-party logistics, trucking and rail	2011 1/1	Walter Lopes Matthew Mugar Co-Founders (310) 751-6003	
34		<b>Los Angeles Distributing Co.</b> 2770 Vail Ave. Commerce 90040 <a href="http://ladistco.com">ladistco.com</a>	<b>123</b>	9.8 7.6 4.4	31 33	wholesale distributor of New Age snack and beverage brands	2002 1/1	Richard Medina CEO (323) 838-0000	
35		<b>The/Studio Technologies Inc.</b> 800 Wilshire Blvd., Suite 200 Los Angeles 90017 <a href="http://thestudio.com">thestudio.com</a>	<b>120</b>	11.9 <sup>1</sup> 8.7 <sup>1</sup> 5.4 <sup>1</sup>	NA 121 <sup>1</sup>	manufacturer of custom apparel and accessories	2010 1/NA	Joseph Heller CEO, Founder (877) 647-6447	
36		<b>TaskUs (9)</b> 3233-C Donald Douglas Loop South Santa Monica 90405 <a href="http://taskus.com">taskus.com</a>	<b>119</b>	117.3 78.9 53.7	78 11,500	customer experience outsourcing	2008 2/15	Bryce Maddock CEO (888) 400-8275	
37		<b>Rainmaker Ad Ventures Inc. (91)</b> 13453 Bayliss Road Los Angeles 90049 <a href="http://rainmakeradventures.com">rainmakeradventures.com</a>	<b>118</b>	18.7 13.6 8.6	NA NA	digital-media buying agency	2004 1/1	Drew Kossoff CEO (310) 746-5125	
38		<b>Caldera Medical Inc.</b> 5171 Clareton Drive Agoura Hills 91301 <a href="http://calderamedical.com">calderamedical.com</a>	<b>116</b>	15.5 10.7 7.2	53 82	medical-device company focused on women's health	2002 1/1	Bryon Merade CEO (818) 879-6555	
39		<b>Stability Healthcare Inc. (15)</b> 2301 E. 7th St. Los Angeles 90023 <a href="http://stabilityhealthcare.com">stabilityhealthcare.com</a>	<b>115</b>	19.4 <sup>1</sup> 16.1 9.0	NA 141 <sup>1</sup>	traveling health care nurse staffing agency	2009 1/4	Jason Casani CEO, President (888) 787-1975	
40		<b>LA Solar Group (18)</b> 16238 Raymer St. Van Nuys 91406 <a href="http://la-solargroup.com">la-solargroup.com</a>	<b>110</b>	25.1 19.9 12.0	75 80	solar panel installer	2013 1/15	Ara Petrosyan CEO (888) 513-8803	
		<b>Seriously Digital Entertainment Inc.</b> 228 Main St., Suite A Venice 90291 <a href="http://seriously.com">seriously.com</a>	<b>110</b>	41.9 33.7 20.0	17 76	mobile-first entertainment company	2013 1/2	Andrew Stalbow CEO, Co-Founder NA	
42		<b>HemaCare Corp.<sup>2</sup></b> 15350 Sherman Way, Suite 423 Van Nuys 91406 <a href="http://hemacare.com">hemacare.com</a>	<b>108</b>	20.2 13.9 9.7	70 82	provider of human blood products and services in support of immune therapy	1978 1/1	Pete van der Wal CEO, President (818) 226-1968	
		<b>Direct Results Radio Inc. (82)</b> 815 Hampton Drive, Suite 2 Venice 90291 <a href="http://directresults.com">directresults.com</a>	<b>108</b>	33.8 30.9 16.2	21 30	audio marketing advertising agency	2007 1/2	Jill Albert President (310) 382-5000	
44		<b>GumGum Inc.</b> 1314 7th St., Fourth Floor Santa Monica 90401 <a href="http://gumgum.com">gumgum.com</a>	<b>106</b>	107.0 72.0 52.0	174 309	marketing and advertising consultant	2008 1/21	Ophir Tanz CEO, Founder (310) 260-9666	
45		<b>SADA Systems Inc.<sup>3</sup> (57)</b> 5250 Lankershim Blvd., Suite 620 North Hollywood 91601 <a href="http://sadasystems.com">sadasystems.com</a>	<b>103</b>	96.2 <sup>1</sup> 69.4 47.3	168 236	business consulting and IT services, cloud solutions, app development and managed services	2000 1/2	Tony Safoian CEO, President (818) 766-2400	
46		<b>Sandler Partners (62)</b> 1200 Artesia Blvd., Suite 305 Hermosa Beach 90254 <a href="http://sandlerpartners.com">sandlerpartners.com</a>	<b>98</b>	79.7 60.7 <sup>1</sup> 40.2	32 53	distributor of connectivity and cloud services	2003 1/5	Alan Sandler Managing Partner (310) 796-1393	
47		<b>AutoNation Chrysler Dodge Jeep Ram Valencia</b> 23820 Creekside Road Valencia 91355 <a href="http://autonationchryslerdodgejeepramvalencia.com">autonationchryslerdodgejeepramvalencia.com</a>	<b>93</b>	72.5 62.9 37.6	NA NA	auto dealership	NA 1/1	James Garwick General Manager (661) 259-8770	
48		<b>MediaAlpha</b> 700 S. Flower St., Suite. 640 Los Angeles 90017 <a href="http://mediaalpha.com">mediaalpha.com</a>	<b>92</b>	163.0 105.0 85.0	28 59	marketing technology company	2011 1/5	Steve Yi CEO, Co-Founder NA	
49		<b>Scalefast Inc.</b> 2100 E. Grand Ave., Suite 350 El Segundo 90245 <a href="http://scalefast.com">scalefast.com</a>	<b>91</b>	35.6 26.3 18.7	12 84	simplifies and streamlines brands' e-commerce	2014 1/2	Nicolas Stehle CEO, Co-Founder NA	

<sup>1</sup> Information from Inc. magazine.

<sup>2</sup> New address is 8500 Balboa Blvd. effective November 19th.

<sup>3</sup> SADA Systems reported an updated 2017 revenue of \$100.7 million after the rankings were made final.

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		<b>Culinary Services of America Inc. (62)</b> 6363 Wilshire Blvd., Suite 305 Los Angeles 90048 <a href="http://culinarystaffing.com">culinarystaffing.com</a>	<b>91%</b>	\$8.0 \$5.5 \$4.2	800 800	special event staffing for the food service and hospitality industries	1999 1/1	Randy Hopp President (323) 965-7582	
51		<b>OnPrem Solution Partners (39)</b> 1601 N. Sepulveda Blvd., Suite 367 Manhattan Beach 90266 <a href="http://onprem.com">onprem.com</a>	<b>90</b>	28.8 23.4 15.1	91 171	consulting, product development and technology innovation firm	2013 1/4	Frank Leal Co-Founding Partner (310) 435-5648	
52		<b>Decision Sciences Research Associates Inc. (22)</b> 236 W. Mountain St., Suite 108-B Pasadena 91103 <a href="http://dsra.com">dsra.com</a>	<b>87</b>	7.7 7.4 4.1	6 25	market research and consulting	1986 1/4	William Fisher CEO, President (626) 793-9090	
53		<b>Med Tech Solutions Inc.</b> 25060 Avenue Stanford Valencia 91355 <a href="http://medtechsolutions.com">medtechsolutions.com</a>	<b>86</b>	11.8 <sup>1</sup> 8.0 6.4	NA 50 <sup>1</sup>	health care cloud computing	2006 1/5	James Deck CEO (626) 486-9330	
54		<b>Cyberpower Inc. (80)</b> 730 Baldwin Park Blvd. City of Industry 91746 <a href="http://cyberpowerpc.com">cyberpowerpc.com</a>	<b>85</b>	222.2 184.2 120.1	220 220	computer and parts seller	1998 1/1	Eric Cheung CEO (626) 813-7730	
55		<b>Criteria Corp. (52)</b> 750 N. San Vicente Blvd., Suite 1500 E. Tower West Hollywood 90069 <a href="http://criteriacorp.com">criteriacorp.com</a>	<b>84</b>	6.8 5.0 3.7	63 66	pre-employment testing company	2006 1/1	Josh Millet CEO (310) 278-8649	
56		<b>Output Inc.</b> 1418 N. Spring St. Los Angeles 90012 <a href="http://output.com">output.com</a>	<b>83</b>	6.2 4.6 3.4	28 28	music software company	2013 1/1	Gregg Lehrman CEO, Founder NA	
57		<b>Supply Solutions (67)</b> 17625 Fabrica Way Cerritos 90703 <a href="http://casupplysolutions.com">casupplysolutions.com</a>	<b>80</b>	12.1 10.1 6.8	25 25	distributor of janitorial, packaging and office supplies	2006 1/1	Jeffrey Lerma CEO, President (888) 901-5011	
		<b>Alameda Construction Services Inc.</b> 2528 E. 125th St. Compton 90222 <a href="http://alamedaconstruction.com">alamedaconstruction.com</a>	<b>80</b>	19.6 17.8 10.9	50 55	construction	1997 1/1	Kevin Ramsey President (310) 635-3277	
59		<b>Mavice</b> 2601 Ocean Park Blvd., Suite 311 Santa Monica 90405 <a href="http://mavice.com">mavice.com</a>	<b>79</b>	10.9 <sup>1</sup> 9.2 <sup>1</sup> 6.1 <sup>1</sup>	NA 26 <sup>1</sup>	custom software-builder	2002 1/2	Greg Russell CEO, Co-Founder (310) 576-6044	
60		<b>Lido Advisors</b> 1875 Century Park East, Suite 950 Los Angeles 90067 <a href="http://lidoadvisors.com">lidoadvisors.com</a>	<b>76</b>	11.0 8.0 6.3	31 45	wealth advisory firm	1999 1/13	Gregory Kushner Senior Managing Director, Chairman (310) 278-8232	
		<b>Elevate Services Inc. (30)</b> 10250 Constellation Blvd., Suite 2815 Los Angeles 90067 <a href="http://elevateservices.com">elevateservices.com</a>	<b>76</b>	37.9 29.4 <sup>1</sup> 21.6	50 700	law firm consulting and technology solutions	2011 2/11	Liam Brown Executive Chairman (310) 853-8448	
62		<b>Segero</b> 10833 Shoemaker Ave. Santa Fe Springs 90670 <a href="http://segero.com">segero.com</a>	<b>74</b>	7.5 <sup>1</sup> 5.1 <sup>1</sup> 4.3 <sup>1</sup>	NA 14 <sup>1</sup>	distributor of beauty products, fragrances and personal wellness products	2009 1/1	Kenneth Park CEO, Co-Founder (714) 646-9328	
		<b>Picore International Security (69)</b> 23679 Calabasas Road, Unit 215 Calabasas 91302 <a href="http://picoreinternational.com">picoreinternational.com</a>	<b>74</b>	17.4 <sup>1</sup> 14.0 10.0	50 <sup>2</sup> 352 <sup>2</sup>	security and private investigation	1998 1/7	Dana Picore CEO, President (818) 888-9659	
		<b>Gaspar Insurance Services Inc. (70)</b> 23161 Ventura Blvd., Suite 100 Woodland Hills 91364 <a href="http://gasparinsurance.com">gasparinsurance.com</a>	<b>74</b>	5.9 5.0 3.4	38 NA	insurance company	2008 1/2	Timothy Gaspar CEO (818) 302-3060	
65		<b>Chrome River Technologies Inc. (73)</b> 5757 Wilshire Blvd., Suite 270 Los Angeles 90036 <a href="http://chromeriver.com">chromeriver.com</a>	<b>73</b>	37.7 <sup>1</sup> 28.6 21.8	NA 347 <sup>1</sup>	developer of expense reporting and invoice automation software	2007 1/1	Alan Rich CEO (888) 781-0088	
66		<b>Zambezi</b> 10441 Jefferson Blvd. Culver City 90232 <a href="http://zambezi-la.com">zambezi-la.com</a>	<b>72</b>	26.0 22.4 15.1	81 81	advertising agency	2006 1/1	Jean Freeman CEO, Principal (310) 450-6800	

<sup>1</sup> Information from Inc. magazine.

<sup>2</sup> Business Journal estimate.


























NA - Not Available N/A - Not Applicable Note: Due to the right of privately held companies to withhold information, the Business Journal makes no pretense of this being a complete list. Information on this list was provided by representatives of the companies themselves. Companies are ranked by their percentage growth from 2015 to 2017.

Revenue figures have been rounded. In order to qualify for the list, a company must be privately held, for-profit, headquartered in L.A. County, in business as of Jan. 1, 2015, and not be a division or subsidiary of another company. They are also required to have at least \$5 million in 2017 revenue. Law firms, banks and private equity firms were excluded because they do not report revenue in a conventional manner.

Researched by Joshua Niv

*Continued on page 30*



Rank		Company (Ranking in 2017) • name • address • website	Percentage Growth in Revenue • 2015-2017	Revenue • 2017 • 2016 • 2015 (in millions)	Employees • L.A. County • total	Description	Profile • year founded • offices (L.A. county/total)	Top Executive • name • title • phone	
		<b>Alta Environmental Inc.</b> 3777 Long Beach Blvd., Annex Building Long Beach 90807 <a href="http://altaenviron.com">altaenviron.com</a>	<b>72%</b>	\$11.0 \$7.8 \$6.4	NA 45	environmental engineering and consulting firm	1997 2/5	Ryan Kerrigan CEO (562) 495-5777	
<b>68</b>		<b>Giroux Glass Inc. (83)</b> 850 W. Washington Blvd., Suite 200 Los Angeles 90015 <a href="http://girouxglass.com">girouxglass.com</a>	<b>71</b>	56.0 43.7 32.7	143 208	glass and glazing contractor	1946 1/4	Nataline Lomedico CEO, President (213) 747-7406	
<b>69</b>		<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 <a href="http://theagencyre.com">theagencyre.com</a>	<b>70</b>	83.6 <sup>1</sup> 69.9 <sup>1</sup> 49.2 <sup>1</sup>	NA 86 <sup>1</sup>	real estate brokerage firm	2011 7/12	Mauricio Umansky CEO (424) 230-3700	
<b>70</b>		<b>Oltmans Construction Co. Inc.</b> 10005 Mission Mill Road Whittier 90601 <a href="http://oltmans.com">oltmans.com</a>	<b>68</b>	734.6 438.9 437.6	200 450	construction	1932 1/3	J.O. Oltmans II CEO, Chairman (562) 948-4242	
<b>71</b>		<b>Epic Freight Solutions</b> 15901 Hawthorne Blvd., Suite 490 Lawndale 90260 <a href="http://epicfs.com">epicfs.com</a>	<b>65</b>	16.0 12.0 9.7	23 23	international/domestic freight forwarder	2011 1/1	John Moran CEO (818) 464-3742	
<b>72</b>		<b>GeBBS Healthcare Solutions Inc.</b> 600 Corporate Pointe, Suite 1250 Culver City 90230 <a href="http://gebbs.com">gebbs.com</a>	<b>63</b>	49.3 <sup>1</sup> 36.1 <sup>1</sup> 30.2	NA 6,000	provider of health care revenue cycle management and health information management services	2004 1/6	Nitin Thakor CEO, President (888) 539-4282	
<b>73</b>		<b>Krost (46)</b> 790 E. Colorado Blvd., Suite 600 Pasadena 91101 <a href="http://krostcpas.com">krostcpas.com</a>	<b>62%</b>	\$33.1 \$25.6 \$20.4	112 142	certified public accountancy firm with tax credit consulting services	1939 3/7	Gregory Kniss CEO, President (626) 449-4225	
		<b>USA Link System (8)</b> 1945 Gardena Ave. Glendale 91204 <a href="http://usalinksystem.com">usalinksystem.com</a>	<b>62</b>	10.5 <sup>1</sup> 9.5 6.5	NA 40 <sup>1</sup>	information technology and marketing	2006 1/4	Ally Spinu CEO (800) 682-9680	
<b>75</b>		<b>Battery (17)</b> 6515 W. Sunset Blvd. Los Angeles 90028 <a href="http://batteryagency.com">batteryagency.com</a>	<b>60</b>	10.1 5.1 6.3	55 55	advertising agency	2013 1/1	Anson Sowby CEO (323) 467-7267	
<b>76</b>		<b>TicketManager (27)</b> 26635 Agoura Road, Suite 200 Calabasas 91302 <a href="http://ticketmanager.com">ticketmanager.com</a>	<b>59</b>	22.5 26.0 14.1	30 59	event and ticket management software	2007 1/7	Tony Knopp CEO (877) 423-4868	
<b>77</b>		<b>Matt Construction Corp. (31)</b> 9814 Norwalk Blvd., Suite 100 Santa Fe Springs 90670 <a href="http://mattconstruction.com">mattconstruction.com</a>	<b>58</b>	490.0 537.0 311.0	208 208	general contractor	1991 3/4	Steven Matt CEO, Chairman (562) 903-2277	
<b>78</b>		<b>Sage Millimeter Inc. (34)</b> 3043 Kashiwa St. Torrance 90505 <a href="http://sagemillimeter.com">sagemillimeter.com</a>	<b>56</b>	6.7 8.2 4.3	47 47	manufacturer of microwave and millimeterwave components and subassemblies	2011 2/2	Yonghui Shu CEO, President (424) 757-0168	
<b>79</b>		<b>Profuse Solutions Inc. (57)</b> 20687-2 Amar Road Suite 312 Walnut 91789 <a href="http://profusesolutions.com">profusesolutions.com</a>	<b>55</b>	6.8 <sup>1</sup> 5.8 4.4	NA 60 <sup>1</sup>	web hosting services provider	2006 1/1	William Lu President (626) 549-2801	



80		<b>Westlake Financial Services</b> 4751 Wilshire Blvd., Suite 110 Los Angeles 90010 <a href="http://westlakofinancial.com">westlakofinancial.com</a>	52%	\$1,121.4 \$864.4 \$738.7	NA NA	acquisition and servicing of automotive retail contracts	1988 2/5	Don Hankey Chairman (323) 692-8800	
81		<b>Deco Lighting Inc. (38)</b> 2917 Vail Ave. Commerce 90040 <a href="http://getdeco.com">getdeco.com</a>	51	50.0 47.4 <sup>1</sup> 33.1	150 150	manufacturer of indoor and outdoor LED lighting fixtures	2005 1/1	Sam Sinai CEO (310) 366-6866	
		<b>24Hr HomeCare (93)</b> 200 N. Sepulveda Blvd., Suite 300 El Segundo 90245 24hrcare.com	51	71.3 58.6 47.4	155 200	provider of professional care-giving services to seniors and individuals who are developmentally disabled	2008 8/16	David Allerby CEO (310) 321-5453	
83		<b>Pacific National Group Inc.</b> 2392 S. Bateman Ave. Irwindale 91010 <a href="http://pacnatgroup.com">pacnatgroup.com</a>	50	170.0 126.0 113.0	NA NA	general contractor and construction manager	1959 4/4	Steve Mathison President (626) 357-4400	
		<b>DrugTestsInBulk.com</b> 18344 Oxnard St., Suite 101 Tarzana 91356 <a href="http://drugtestsinbulk.com">drugtestsinbulk.com</a>	50	11.3 10.0 7.5	21 38	distributor of drug/alcohol testing devices and medical supplies	2009 1/2	Michael Lotterstein President (866) 465-2855	
		<b>Mathnasium</b> 5120 W. Goldleaf Circle, Suite 300 Los Angeles 90056 <a href="http://mathnasium.com">mathnasium.com</a>	50	28.0 23.1 18.7	NA NA	franchiser of math-only learning centers	2002 1/1	Peter Markovitz CEO (323) 421-8000	
		<b>Thoreau Services Inc.</b> 5120 W. Goldleaf Circle, Suite 10 Los Angeles 90056 <a href="http://thoreauservices.com">thoreauservices.com</a>	50	16.8 12.7 11.2	140 149	provider of cleaning, emergency and construction services to retailers, builders and facility maintenance providers	1983 1/2	Nicki Frank CEO, President (310) 822-8017	
87		<b>CNM</b> 21051 Warner Center Lane, Suite 140 Woodland Hills 91367 <a href="http://cnmlp.com">cnmlp.com</a>	49%	\$17.1 \$12.2 \$11.5	NA NA	accounting firm	2003 1/2	Nathan Matthews Managing Partner (818) 999-9501	
88		<b>Turelk Inc. (62)</b> 3700 Santa Fe Ave., Suite 200 Los Angeles 90810 <a href="http://turelk.com">turelk.com</a>	48	185.0 168.0 125.0	NA 150	general contractor	1978 2/3	Michael Turi President (310) 835-3736	
		<b>Sapphos Environmental Inc. (93)</b> 430 N. Halstead St. Pasadena 91107 <a href="http://sapphosenvironmental.com">sapphosenvironmental.com</a>	48	8.7 6.0 5.9	43 43	environmental consulting firm	1992 1/1	Marie Campbell President (626) 683-3547	
90		<b>Gothic Landscape Inc.</b> 27413 Tourney Road Santa Clarita 91355 <a href="http://gothiclandscape.com">gothiclandscape.com</a>	47	182.5 130.0 124.0	320 1,898	landscape construction, design and maintenance	1984 3/11	Jon Georgio CEO, President (661) 678-1400	
		<b>Traffic Management Inc. (44)</b> 2435 Lemon Ave. Signal Hill 90755 <a href="http://trafficmanagement.com">trafficmanagement.com</a>	47	99.9 98.7 68.0	308 989	traffic control management and safety service and products	1994 4/22	Chris Spano Jonathan Spano Co-Owners (800) 763-3999	
92		<b>Charles Pankow Builders Ltd.</b> 199 S. Los Robles Ave., Suite 300 Pasadena 91101 <a href="http://pankow.com">pankow.com</a>	43	491.0 335.0 343.0	144 284	general contractor	1963 1/3	Kim Lum CEO (626) 304-1190	
		<b>Liberty Co. Insurance Brokers Inc.</b> 5955 De Soto Ave., Suite 250 Woodland Hills 91367 <a href="http://libertycompany.com">libertycompany.com</a>	43	14.6 11.0 10.2	30 NA	insurance company	1987 1/6	Jerry Pickett CEO (818) 914-3960	
		<b>Network Optix Inc.</b> 111 N. 1st St., Suite 200 Burbank 91502 <a href="http://networkoptix.com">networkoptix.com</a>	43%	\$5.0 <sup>1</sup> \$4.4 <sup>1</sup> \$3.5 <sup>1</sup>	NA 45 <sup>1</sup>	software development company	2010 1/1	Richard Fei CEO, President (818) 748-2471	
95		<b>Aegis Film Group Inc. (96)</b> 7190 Sunset Blvd., Suite 275 Los Angeles 90046 <a href="http://aegisfilmgroup.com">aegisfilmgroup.com</a>	42	62.5 59.0 44.0	15 18	film production company	2003 1/2	Arianna Eisenberg CEO, Writer, Producer (818) 588-3545	
96		<b>Winc</b> 5340 Alla Road, Suite 105 Los Angeles 90066 <a href="http://winc.com">winc.com</a>	41	36.8 34.4 26.1	40 74	wine club	2011 1/3	Geoff McFarlane CEO (855) 282-5829	
		<b>Faye Business Systems Group Inc. (57)</b> 5950 Canoga Ave., Suite 615 Woodland Hills 91367 <a href="http://fayebsg.com">fayebsg.com</a>	41	6.9 5.8 4.9	14 25	technology consulting and software company	2009 1/5	David Faye CEO (818) 280-4820	
98		<b>Western International Securities Inc.</b> 70 S. Lake Ave, Seventh Floor Pasadena 91101 <a href="http://wisdirect.com">wisdirect.com</a>	40	69.3 48.8 49.3	NA NA	security brokerage firm	1995 43/171	Donald Bizub CEO (888) 793-7717	
		<b>Galpin Jaguar</b> 15500 Roscoe Blvd. Van Nuys 91406 <a href="http://galpinjaguar.com">galpinjaguar.com</a>	40	183.1 167.8 130.9	NA NA	auto dealership	1986 1/1	Herbert Boeckmann II CEO, Chairman (818) 894-3800	
		<b>Carrara Marble Co. of America Inc.</b> 15939 Phoenix Drive City of Industry 91745 <a href="http://carrara.com">carrara.com</a>	40	12.0 10.5 8.6	NA 80	stone contractor	1953 1/3	Bill Cordova CEO, President (626) 961-6010	