

SAN DIEGO BUSINESS JOURNAL

LARGEST PRIVATE COMPANIES

Headquarters located in San Diego County; ranked by 2011 revenue

Rank (last year)	Company Address Website(s)	Telephone Fax	Revenue: \$ Millions •2011 •2010 •% change (loss)	Number of employees companywide as of June 1, 2012	Business description	•CEO(s) •CFD(s)	Year established locally
1 (1)	DJO Global Inc. 1430 Decision St., Vista 92081 www.djoglobal.com	760-734-4766 760-734-3566	\$1,074.8 \$966.0 11	5,110	Injury prevention, conservative treatment, rehabilitation	Michael Mogul Vickie Capps	1978
2 (3)	One Source Distributors LLC 3951 Oceanic Drive, Oceanside 92056 www.1sourcedist.com	760-966-4500 760-966-4599	\$416.0 \$335.0 24	348	Wholesale electrical distributor	Robert S. Zamarripa Tim Walsh	1983
3 (4)	Technology Integration Group 7810 Trade St., San Diego 92121 www.tig.com	858-566-1900 858-566-8794	\$341.5 \$317.7 7	450	Technology services	Bruce Geier Tom Janecek	1981
4 (7)	Mitchell International Inc. 6220 Greenwich Drive, San Diego 92122 www.mitchell.com	858-368-7000 858-408-8761	\$312.0 \$267.1 17	1,703	Software provider	Alex Sun A.J. Long	1946
5 (6)	Garden Fresh Restaurant Corp., dba Souplantation/Sweet Tomatoes 15822 Bernardo Center Drive, San Diego 92127 www.souplantation.com	858-675-1600 858-675-1616	\$305.1 \$293.2 4	5,935	Restaurant, retail	David Goronkin John D. Morberg	1978
6 (5)	Kleinfelder Inc. 5015 Shoreham Place, San Diego 92122 www.kleinfelder.com	858-320-2000 858-320-2001	\$295.7 \$297.4 (1)	1,736	Architecture, engineering, science consulting	William Siegel John Pilkington	1999
7 (NR)	First Allied Securities Inc. 655 W. Broadway, 11th floor, San Diego 92101 www.firstallied.com	619-702-9600 619-881-1940	\$248.1 \$241.7 3	363	Independent broker-dealer	Adam Antoniadis Gregg Glaser	1996
8 (NR)	Suffolk-Roel 1615 Murray Canyon Road, #1000, San Diego 92108 www.suffolkroel.com	619-297-4156 619-297-1522	\$246.2 \$185.0 33	890	General contracting, preconstruction, construction management, design-build, tenant improvement	Wayne Hickey Scott Chiaradonna	1959
9 (8)	Solpac Construction Inc., dba Soltek Pacific Construction Co. 2424 Congress St., San Diego 92110 www.soltekpacific.com	619-296-6247 619-296-7732	\$205.3 \$211.1 (3)	325	Design-build general contractor	Stephen W. Thompson Stephen W. Thompson	1974
10 (2)	Harper Construction Co. Inc. 2241 Kettner Blvd., #300, San Diego 92101 www.harperconstruction.com	619-233-7900 619-233-1889	\$194.4 \$359.8 (46)	105	Design-build general contractor	Jeffrey A. Harper Gary L. Fitzgerald	1974
11 (9)	T.B. Penick & Sons Inc. 15435 Innovation Drive, #100, San Diego 92128 www.tbpenick.com	858-558-1800 858-558-1881	\$185.4 \$185.0 0	693	General contracting, design-build, structural concrete, civil construction, innovative concrete	Marc Penick John Boyd	1905
12 (10)	American Specialty Health Inc. 10221 Wateridge Circle, San Diego 92121 www.ashcompanies.com	619-578-2000 858-754-2332	\$183.5 \$155.7 18	954	Total population health, fitness, exercise, specialty health care management programs	George DeVries William M. Comer Jr.	1987
13 (12)	ESET North America 610 W. Ash, #1700, San Diego 92101 www.eset.com	619-876-5429	\$150.9 \$138.6 9	173	Software	Andrew Lee Kevin Lam	1999
14 (13)	Drew Ford 8970 La Mesa Blvd., La Mesa 91942 www.drewauto.com	619-464-7777 619-668-7773	\$126.9 \$117.4 8	261	Automobile dealership	William Drew K. A. Drew	1927
15 (11)	Genica Corp. 1890 Ord Way, Oceanside 92056 www.geeks.com	760-639-4500 760-639-4599	\$126.3 \$151.3 (17)	168	Reseller, retailer of computer systems, computer electronics	Scott Kusel Geoff Hildebrandt	1999
16 (18)	Lusardi Construction Co. 1570 Linda Vista Drive, San Marcos 92078 www.lusardi.com	760-744-3133 760-744-9064	\$113.6 \$87.9 29	220	Design-build general contractor	Scott Free Stan Prigmore Chris A. Hess	1958
17 (14)	K Motors Inc. dba Toyota of El Cajon 965 Arniele Ave., El Cajon 92020 www.toyotaofelcajon.com	619-270-3000 619-579-7156	\$107.4 \$108.2 (1)	181	New and used vehicles, service, parts, sales, repair, retail, wholesale	Gary Kaminsky Gregory Kaminsky	1991
18 (16)	Jerome's Furniture 16960 Mesamint St., San Diego 92127 www.jeromes.com	866-633-4094 858-753-0826	\$101.9 \$95.5 7	453	Retail	Lee Goodman Paul Sanford	1958
19 (17)	CUSO Financial Services LP 10455 Sorrento Valley Road, #210, San Diego 92121 www.cusonet.com	858-530-4400 858-530-1929	\$98.8 \$90.0 10	178	Financial services	Valorie Seyfert Dan Kilroy	1996
20 (15)	Jazzercise Inc. 2460 Impala Drive, Carlsbad 92010 www.jazzercise.com	760-476-1750 760-602-7180	\$97.0 \$96.0 1	243	Health, fitness	Judi Sheppard Missett Sally Baldrige	1972
21 (19)	Barney & Barney LLC 9171 Towne Centre Drive, #500, San Diego 92122 www.barneyandbarney.com	858-457-3414 858-909-9729	\$86.1 \$77.0 12	427	Insurance brokerage firm	Paul Hering Hal Dunning	1909
22 (NR)	Taylor Guitars 1980 Gillespie Way, El Cajon 92020 www.taylorguitars.com	619-258-1207	\$85.0 \$66.0 29	740	Musical instrument manufacturer	Kurt Listug Barbara Wight	1974
23 (21)	Stone Brewing Co. 1999 Citracado Parkway, Escondido 92029 www.stonebrew.com	760-471-4999 760-294-7898	\$83.9 \$62.4 34	449	Food, beverage, craft beer	Greg Koch Craig Spitz	1996
24 (20)	Innovative Employee Solutions Inc. 9665 Granite Ridge Drive, #420, San Diego 92123 www.innovativeemployeesolutions.com	858-715-5100 858-715-5110	\$74.0 \$63.8 16	26	Business services, payroll, HR administration	Elizabeth M. Rice Peter Limone	1974
25 (NR)	G/M Business Interiors 110 W. A St., San Diego 92101 www.gmbi.net	619-236-0500 619-236-0550	\$68.9 \$61.0 13	190	Office interiors	Stephen L. Easley William F. Easley	2007
26 (NR)	Scantibodies Laboratory Inc. 9336 Abraham Way, Santee 92071 www.scantibodies.com	619-258-9300 619-258-9366	\$62.8 \$57.6 9	775	Manufacture antibodies and diagnostics, contract manufacturing specialty plasma	Tomas L. Cantor Maribeth Moore	1976
27 (25)	Independent Financial Group LLC 12636 High Bluff Drive, #100, San Diego 92130 www.ifgsd.com	858-436-3180 858-481-9033	\$62.5 \$45.5 37	44	Financial services, independent broker-dealer	Joe Miller Scott Heising	2003
28 (26)	bkm OfficeWorks 9201 Spectrum Center Blvd., #100, San Diego 92123 www.bkmofficeworks.com	858-569-4700 858-277-8931	\$60.0 \$44.9 34	110	Office furniture	Bill Kuhnert Jim Skidmore	1989
29 (NR)	Bycor General Contractors 6490 Marinindustry Place, San Diego 92121 www.bycor.com	858-587-1901 858-587-1903	\$58.3 \$46.9 24	86	Shell, tenant improvement, build-to-suit, shopping center renovation, medical office buildings	Scott Kaats Scott Kaats	1981
30 (24)	Ninyo & Moore 5710 Ruffin Road, San Diego 92123 www.ninyoandmoore.com	858-576-1000 858-576-9600	\$55.0 \$52.7 4	403	Geotechnical, environmental, materials testing, inspection	Avram Ninyo David Binns	1986
31 (28)	Synteract Inc. 5759 Fleet St., Carlsbad 92008 www.synteract.com	760-268-8200 760-929-1421	\$54.7 \$42.1 30	373	Contract research organization	Wendel Barr Patrik S. Jeanmonod	1995
32 (29)	Quantum Design Inc. 6325 Lusk Blvd., San Diego 92121 www.qdusa.com	858-481-4400 858-481-7410	\$46.9 \$41.7 12	450	Manufacture measurement instrumentation for scientific research	Ronald E. Sager David M. Schultz	1982
33 (NR)	Ace Relocation Systems Inc. 5608 Eastgate Drive, San Diego 92121 www.acerelocation.com	858-677-5500	\$46.3 \$40.8 13	235	An Atlas Van Lines agent with nine locations nationwide	Lawrence Lammers William McArdle	1968
34 (43)	Southland Technology Inc. 8053 Vickers St., San Diego 92111 www.southlandtechnology.com	858-694-0932 858-694-0938	\$45.2 \$21.9 106	41	IT, design, product fulfillment, installation, management	Robert W. Pedigo Grace Pedigo	2001

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35 (30)	Sullivan International Group Inc. 2750 Womble Road, #100, San Diego 92106 www.onesullivan.com	619-260-1432 619-260-1421	\$41.9 \$41.1 2	155	Applied science, environmental, technology	Steven Sullivan Tim Davis	1998
36 (31)	Parron Hall Office Interiors 7700 Ranson Road, #100, San Diego 92111 www.parronhall.com	858-268-1212 858-292-7077	\$40.2 \$38.8 4	45	Contract office furniture	Jim A. Herr Victoria Needham	1947
37 (32)	Dudek 605 Third St., Encinitas 92024 www.dudek.com	760-942-5147 760-632-0164	\$39.3 \$37.3 5	250	Environmental consulting for natural resources and infrastructure projects	Frank Dudek Dave Carter	1980
38 (22)	Reno Contracting 1450 Frazee Road, #100, San Diego 92108 www.renocon.com	619-220-0224 619-220-0229	\$37.2 \$60.5 (39)	45	Design-build general contractor	Matthew Reno Scott Medansky	1993
39 (33)	D&K Engineering Inc. 15890 Bernardo Center Drive, San Diego 92127 www.dkengeering.com	858-376-2500 858-451-9989	\$37.1 \$34.9 6	313	R&D, engineering, contract manufacturing	Scott Dennis Jody Zevnbergen	1999
40 (35)	Vintalk⁽¹⁾ 9707 Waples St., #201, San Diego 92121 www.vintalk.com	858-546-8030 858-546-8039	\$35.3 \$32.9 7	28	VoIP telecom	Scott J. Goodwin Bryon G. Borgardt	2001
41 (34)	Indus Technology Inc. 2243 San Diego Ave., #200, San Diego 92110 www.industechnology.com	619-299-2555 619-299-2444	\$33.7 \$33.8 (1)	235	Defense contractor	James B. Lasswell John Grosley	1991
42 (41)	Techflow Inc. 6405 Mira Mesa Blvd., #250, San Diego 92121 www.techflow.com	858-412-8000 858-458-6877	\$32.4 \$24.3 33	171	Defense contractor	Larry M. Trammell Steve Goldman	1995
43 (37)	KBM Facility Solutions⁽²⁾ 7976 Engineer Road, #200, San Diego 92111 www.kbmfs.com	858-467-0202 858-707-1010	\$31.3 \$30.2 4	525	Janitorial, facility maintenance	Maureen Gray Susan Cologna	1981
44 (NR)	Richard Brady & Associates 3710 Ruffin Road, San Diego 92123 www.richardbrady.com	858-496-0500 858-496-0505	\$29.9 \$19.9 50	121	Engineering, construction, environmental firm	Richard Brady Christine Kolland	1999
45 (42)	Cassidy Turley San Diego 4350 La Jolla Village Drive, #500, San Diego 92122 www.cassidyurley.com/sandiego	858-546-5400 858-630-6320	\$27.6 \$23.5 17	171	Commercial real estate	Dan Broderick Jonathon Freeman	1986
46 (38)	Quality Systems Integrated Corp. 6720 Cobra Way, San Diego 92121 www.qsic.com	858-587-9797 858-587-9799	\$27.0 \$30.0 (10)	220	Electronic contract manufacturing	Cecile Le Cecile Le	1994
47 (NR)	Anderson Direct Marketing 12650 Danielson Court, Poway 92064 www.andersondm.com	858-413-0300 858-413-0220	\$25.9 \$29.4 (12)	150	Marketing firm	Ted Tietge Randy Dale	1985
48 (NR)	Geocon Inc. 6960 Flanders Drive, San Diego 92121 www.geoconinc.com	858-558-6900 858-558-6159	\$24.0 \$18.7 28	197	Geotechnical engineering, geology, environmental services, construction inspection	Joseph J. Vettel William Lydon	1971
49 (NR)	Xifin Inc. 3394 Carmel Mountain Road, San Diego 92121 www.xifin.com	858-793-5700 858-793-5701	\$23.7 \$17.7 34	145	Health care revenue cycle management	Låle White Craig Kussman	1997
50 (NR)	Underground Elephant 600 B St., #1300, San Diego 92101 www.undergroundelephant.com	858-815-5323 619-923-2607	\$23.1 \$9.2 151	65	Performance-based online marketing	Jason Kulpa Brad Kates	2008

(NR) Not ranked

Notes: Public companies and subsidiaries of public companies are not included. Neither are wholly owned subsidiaries or divisions of private companies based outside of San Diego County. Banks, hospitals and nonprofits are not included, although a listed company may have a subsidiary that falls into one of those categories.

Sources: The companies, financial statements 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 to the Research Department at the San Diego Business Journal, 838-277-6359. 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 Vinculum Communications Inc. (dba Vintalk).

⁽²⁾ Listed last year as Kleenhouse Building Maintenance Inc., dba KBM Facility Solutions.

Researched by Emily Pippin and Stephanie R. Glidden

Private Companies Are Diverse Resources for Revenue, Talent

ECONOMY: Top 50 Cover 10 Sectors, Bring In Billions of Dollars

By STEPHANIE R. GLIDDEN

The 50 companies on the San Diego Business Journal's 2012 Largest Private Companies list generated an impressive \$6.3 billion in revenue for 2011 and reported companywide employees of 27,674.

Representing 10 major sectors of the local economy, equally impressive is that the revenue for the group is up 18.8 percent from \$5.3 billion in 2010.

The criterion used to rank the list is gross revenue for 2011 and requires an attestation letter from the company's CPA firm or chief financial officer.

The top five companies are No. 1, DJO Global Inc., a medical device company; No. 2 One Source Distributors LLC, an electric materials distribution company; No. 3 Technology Integration Group, an IT systems integrator; No. 4 Mitchell International, a solutions provider to the property/casualty industry; and No. 5 Garden Fresh Restaurant Corp., which owns the Souplantation restaurants in Southern California.

The change in the top five companies from the previous year's list

includes No. 10 ranked Harper Construction Co. Inc., formerly No. 2 in 2011 and No. 6 ranked Kleinfelder Inc., formerly No. 5 in 2011.

Nine companies reported a decline in revenue, and of those, four were in the engineering and general contracting fields. Two others, No. 6 ranked Kleinfelder Inc. and No. 17 K Motors Inc. (Toyota of El Cajon) reported a 1 percent decline or virtually flat revenues year over year.

The Newcomers

The 12 newcomers to the 2012 list include two general contractors, two engineering firms, two marketing companies, and one each from the finance, office interiors, biotech, musical instrument manufacturer, business services and health care sectors. The newcomer's revenue for 2011 was \$942.2 million.

The highest ranking newcomer is No. 7 ranked First Allied Securities Inc., reporting revenues of \$248.1 million up 3 percent from \$241.7 million in 2010. First Allied Securities is an independent broker/dealer with nearly 1,000 financial advisers in 500 branches across the U.S., according to the company's website.

Following immediately at No. 8 is general contractor Suffolk Roel reporting 2011 revenues of \$246.2 million up from \$185 million in 2010.

Suffolk employs 890 people companywide. Suffolk-Roel is a company that was formerly the 95-year-old San Diego-based, family owned business Roel Construction. In March of last year, Boston-based Suffolk Construction purchased Roel to add to its nationwide network of independent offices.

Further down the list, No. 22 ranked Taylor Guitars also reported a respectable increase in revenues over 2010 of 29 percent — from \$66 million in 2010 to \$85 million in 2011. Taylor was founded in 1974 by Bob Taylor and Kurt Listug. Today the company employs 740 people and produces more than 100 guitars per day in its El Cajon location and plant in Tecate, Mexico.

Dropping down the list a few more rankings, No. 25 ranked newcomer G/M Business Interiors reported \$68.9 million in revenue in 2011, up 13 percent over 2010. Part of the Herman Miller Certified Dealer Network, GMBI lists Ronald McDonald House Charities, Sharp HealthCare and Scripps Health as clients on the company's website.

From Garage to Glory

Directly below GMBI is newcomer No. 26 ranked Scantibodies Laboratory Inc. Scantibodies' success is the archetypal startup story

of humble beginnings in a garage in North Park in 1976. Two scientists, driven by a dream and a passion to make antibodies to neutralize foreign bodies such as bacteria and viruses, built the company into a multimillion dollar success. Scantibodies reported \$62.8 million in revenues in 2011, up 9 percent from 2010. Today, the company employs 775 people locally and internationally.

Rounding out the top six of the 12 newcomers is Bycor General Contractors, who also bucks the declining trend in the general contracting sector by reporting a 24 percent increase in revenues from 2010 to \$58.3 million in 2011. Bycor employs 86 people companywide. Founded in 1981 by Rich Byer and Scott Kaats, Bycor lists notable projects on their website such as High-Tech High in Chula Vista, golf club houses for Fairbanks Ranch Country Club and Rancho Santa Fe Country Club, and financial institution North Island Credit Union.

The remaining six newcomers are No. 33, Ace Relocation Systems Inc.; No. 44, Richard Brady & Associates; No. 47, Anderson Direct Marketing; No. 48, Geocon Inc.; No. 49, Xifin Inc.; and No. 50 Underground Elephant.