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Up Front



Off-duty cops can spring to action with Aaron Cohen's new apparel.
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News & Analysis



Why L.A.'s grocery landscape is suddenly brimming with possibilities.
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Exec Style



Are you sure this is a workplace and not someone's patio?
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Op-ed

Boston and most other cities just can't compete to host the Olympics. But L.A. is in the pole position.
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LABJ

FASTEST GROWING PRIVATE COMPANIES

STARTS ON
PAGE 18

A chain of indoor playgrounds where the floors and walls are trampolines. An eco-friendly home remodeling company started by a former management consultant. A mail-order razor business.

These are some of the 100 Fastest Growing Private Companies in Los Angeles County, ranked by their revenue growth over the last three years. In this issue, learn about how an unmet craving for daytime pizza sparked the idea for this year's No. 1 ranked company, and how planting roots in Los Angeles has helped several companies achieve stratospheric growth.



Pizza, Shaving, Fitness:
A glimpse into 100 of the hottest Los Angeles companies. Some you probably know. Others you might not. Learn the secrets of their success in our special report.

Skeptics Zap Wireless Charging

TECHNOLOGY: Some question if uBeam system just hot air.

By **GARRETT REIM** Staff Reporter

Meredith Perry has bold ideas.

For starters, there's her notion to replace intercity car commuting with rides on small personal blimps. Then there's her idea to mix shampoo with a material used to waterproof electronics, so that you don't need an umbrella when it rains.

But perhaps the boldest – and most controversial – is Perry's attempt to wirelessly charge electronics, such as cellphones, using ultrasonic waves sent through the air.

That idea is being tackled by the 26-year-old's

\$23 million

Amount of venture funding raised by uBeam.

Santa Monica startup, **uBeam Inc.**, which has raised millions in funding from a number of big-time venture capitalists, including Menlo Park's **Andreessen Horowitz**, Santa Monica's **Upfront Ventures**, Peter Thiel's **Founder's Fund** as well as billionaire **Mark Cuban** and **Yahoo Inc.** Chief Executive **Marissa Mayer**.

However, despite being lauded as the next big thing in energy technology, the feasibility of uBeam's plan is increasingly plagued by skepticism.

Converting ultrasonic waves into electrical energy is rudimentarily possible – and indeed not

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How Club's Hype Pushed Prices Up

By **HANNAH MIET** Staff Reporter

Building prices almost tripled in the southern corner of downtown L.A.'s Arts District thanks to rumors that swanky London private club **Soho House** was moving in.

When buzz began to swirl in the first quarter of the year, buildings were trading for an average of \$242 a square foot in the area from the 10 freeway up to Seventh Street to the north and Alameda Street to the west, said **Henry Gjestrum**, a senior analyst in the downtown Los Angeles office of **Jones Lang LaSalle Inc.** By the time the deal for Soho House finally closed

Please see **REAL ESTATE** page 52



What it takes to get ahead.

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SPECIAL REPORT 100 FASTEST GROWING PRIVATE COS.

IMPRENTA COMMUNICATIONS GROUP

Pasadena

BUSINESS: Public relations, advertising and media

FOUNDED: 2001

TWO-YEAR REVENUE GROWTH: 670 percent

2014 REVENUE: \$19.6 million

► Responses from Chief Executive Ronald Wong

What did you do to achieve this rate of growth?

In order to achieve growth, Imprenta slightly changed its business model. We switched from being a strictly public relations firm to also focusing on advertising and media buys.

How did you manage the growing workload? For example, did you have to add space, hire more employees or move into new facilities?

Yes to all. Luckily, there was space available next door to us, so that part was simple. We are constantly hiring to meet the growing



On Scene: Wong at Pasadena's Imprenta.

needs of Imprenta. We went from a small office of 12 to nearly 20 virtually overnight. It's fun to adapt to the challenges of this business!

What were the biggest obstacles holding you

back from growing? How did you overcome them?

Having to manage a business and clients at the same time. Getting the staff and (putting them) in the right positions is a challenge. Doing things that you haven't done before. What got you here won't get you there.

How do you manage expectations after such strong growth?

It can be difficult to accurately gauge where expectations should be set for our team and the clients since we've grown so fast. We learn how to best set reasonable expectations by placing protocols and processes in place so we can train and recruit positive and hard-working staff.

What's the most important lesson you've learned over the last three years?

I am constantly learning new things. Through the ups and downs, my main principle of "To each what they want and deserve" has stood the test of time. There are two parts to this statement, and while the "want" part is where most people focus, the real focus should be on the "deserve" part, which is the work you're willing to do to make all of your wants and desires come true.

Is there anything you would have done differently?

It's important to learn from the past. We've learned a lot about Imprenta's needs and how to hire the right people to meet those demands.

Does your location in the L.A. area help or hinder your growth?

Ultimately, our location helps. We're based in the San Gabriel Valley, which is one of the most diverse areas of the state.

ALLIED WALLET

West Hollywood

BUSINESS: Payment-processing solutions for online merchants

FOUNDED: 2005

TWO-YEAR REVENUE GROWTH: 580 percent

2014 REVENUE: \$42 million

► Responses from Chief Executive Andy Khawaja

What did you do to achieve this rate of growth?

I've spent a lot of time focusing on consumer and merchant needs. I know what they're looking for. My company and I work hard to create and deliver. We work hard to accommodate them.

How did you manage the growing workload? For example, did you have to add space, hire more employees or move into new facilities?

As the company grew, we had to increase our number of employees, expand our main offices and open up offices in three additional countries in five years to service the business there.

What were the biggest obstacles holding you back from growing? How did you overcome them?

My biggest obstacle was working with banks. Sometimes they lack understanding and are not tech savvy. They are old school and I find myself having to school them and teach them. They didn't understand e-commerce and its potential.

How do you manage expectations after

10 FASTEST GROWING PRIVATE COS.



Making Bank: Khawaja at West Hollywood's Allied Wallet.

such strong growth?

I maintain very high expectations. In business, you'll always have ups and downs. But if you keep your expectations high, even your downs will keep you at the top.

What's the most important lesson you've learned over the last three years?

I've learned the value in building and maintaining friendships and understanding with merchants. Also, the focus of your business should not be only on money. The focus should be on the technology you're developing and the service you offer. It's about giving people the best there is.

Is there anything you would have done differently?

No. I feel like I'm on the right path to endless success.

Does your location in the L.A. area help or hinder your growth?

It definitely helps. Los Angeles is the center of the world. ☐

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COMPANIES NOMINEES

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THE LIST

FASTEST GROWING PRIVATE COMPANIES

L.A. County-based; ranked by 2012-14 revenue growth

► NEXT WEEK

The Largest Talent Agencies and Environmental Firms in L.A. County

THE PACESETTER: Blaze Fast-Fire'd Pizza is the fastest growing company headquartered in Los Angeles County, ranked by revenue growth from 2012 to 2014. The Pasadena-based build-your-own pizza chain opened its second location in 2012 in Irvine. By the end of 2016, it plans to open its 200th location. It currently has 95 restaurants in 20 states.

SHAVE: In June, Dollar Shave Club closed a \$75 million Series D funding round. The company currently has 2.2 million members.

ACQUISITION: Last year, Account Control Technology Inc. established Account Control Technology Holdings Inc. That company acquired Convergent Resources Holdings, a national provider of consumer contact outsourcing, receivables management and revenue cycle management services.

Rank	Company (Ranking in 2014) • name • address • website	Percentage Growth in Revenue • 2012-2014	Revenue ¹ • 2014 • 2013 • 2012	Employees • L.A. County • total	Description	Profile • year founded • offices (county/total)	Top Executive • name • title • phone
1	Blaze Fast-Fire'd Pizza 35 N. Lake Ave., Suite 710 Pasadena 91101 blazepizza.com	4,260%	\$32.8 \$5.5 \$0.8	700 4,000	fast-casual build-your-own artisanal pizza restaurants	2011 17/95	Jim Mizes President, COO (626) 584-5880
2	Payscale Inc. 5900 Sepulveda Blvd. Sherman Oaks 91411 payscale.com	4,124	5.7 2.6 0.1	10 15	global payment processing provider	2012 1/2	Cleveland Brown/Manpreet Thaper CEO/President (888) 689-6088
3	Alta Verde Group 1801 Century Park East, Suite 2220 Los Angeles 90067 altaverdegroupp.com	2,935	52.0 28.6 1.7	3 20	residential real estate development company building for sale master-planned communities	2009 1/2	Andrew N. Adler/David B. Kivitz Chairman, CEO/Managing Director (310) 286-9200
4	Elevate Services Inc. 10250 Constellation Blvd., Suite 2815 Los Angeles 90067 elevateservices.com	2,388	10.7 3.9 0.4	16 306	legal service provider	2012 2/8	Liam Brown Chairman (310) 853-8448
5	Dollar Shave Club Inc. 13335 Maxella Ave. Marina Del Rey 90292 dollarshaveclub.com	1,525	65.0 19.0 4.0	135 135	razors and grooming products	2012 2/2	Michael R. Dubin CEO pr@dollarshaveclub.com
6	Treelium Inc. 5352 Laurel Canyon Blvd., Suite 200 Valley Village 91607 treelium.com	1,418	24.6 11.3 1.6	20 30	general contracting	2010 1/5	Moty Ginsburg CEO (855) 833-8733
7	Onyx Distribution Inc. 966 E. Pico Blvd. Los Angeles 90021 onyxdist.com	713	6.1 4.1 0.8	5 5	manufacture and distribution of electronics	2011 1/1	Arsalan Rahbarpoor/ David Damavandi CEOs (310) 945-6790
8	Outdoor Technology 5702 W. Pico Blvd. Los Angeles 90019 outdoortechology.com	700	8.0 3.0 1.0	15 21	wireless audio products and rugged portable power accessories designed for active lifestyles and outdoor use	2010 1/2	Caro Krissman CEO (310) 677-0190
9	Imprenta Communications Group 300 S. Raymond Ave., Suite 9 Pasadena 91105 icgworldwide.com	670	19.6 3.3 2.5	12 16	advertising and public relations	2001 1/2	Ronald W. Wong CEO, President (626) 300-6620
10	Allied Wallet (17) 9000 W. Sunset Blvd., Suite 820 West Hollywood 90069 alliedwallet.com	580	42.0 15.6 6.2	46 1,087	payment processing solutions for online merchants	2005 1/9	Andy Khawaja CEO (888) 255-1137
11	TNH Pharmacy II (14) 15211 Vanowen St., Suite 302 Van Nuys 91405 tnhpharmacy.com	543	240.2 101.3 37.4	68 78	specialty pharmacy	2009 1/1	Avetis Minasyan/ Raymond Shirvanyan President/V.P. (818) 988-1288
12	AudioMicro Inc. (6) 13351-D Riverside Drive, Suite 219 Sherman Oaks 91423 audiomicroinc.com	519	13.5 5.4 2.2	20 30	products and services that provide, protect and monetize assets across digital distribution platforms	2007 1/1	Ryan Born CEO (818) 651-6311
13	Prime Five Homes 839 N. Mansfield Ave. Los Angeles 90038 primefivehomes.com	515	6.2 4.7 1.0	30 30	real estate development and philanthropy	2006 4/4	Mayer Dahan CEO (323) 536-9246
14	Scopely 3530 Hayden Ave., Suite A Culver City 90232 scopely.com	452	32.1 18.0 5.8	130 140	touchscreen entertainment network	2011 1/1	Walter Driver CEO (323) 400-6618
15	Rainmaker Ad Ventures 13453 Bayliss Road Los Angeles 90049 rainmakeradventures.com	436	8.8 4.9 1.6	2 2	online media buying agency	2004 1/1	Drew Kossoff CEO (310) 746-5125
16	Westrax Machinery Inc. (16) 19618 S. Susana Road Rancho Dominguez 90221 westraxmachinery.net	395	9.4 7.2 1.9	NA NA	equipment dealership that rents, sells, and services new and used heavy construction equipment	2011 1/2	Michael Lalonde President (310) 605-2900
17	Goldco Precious Metals 19510 Ventura Blvd., Suite 109 Tarzana 91356 goldcopreciousmetals.com	369	28.6 11.6 6.1	44 45	assists clients to add gold and silver to qualified retirement accounts	2006 1/1	Trevor Gerszt CEO (855) 465-3472
18	Account Control Technology Holdings Inc. (42) 21700 Oxnard St., Suite 1400 Woodland Hills 91367 accountcontrol.com	367	209.7 78.7 44.9	60 4,000	provider of consultative debt management, collection, call center and business office solutions	1990 1/19	Dale J. Van Dellen/Nabil Kabbani Chairman/CEO (818) 712-4999
19	eSalon.com (2) 10361 Jefferson Blvd. Culver City 90232 esalon.com	356	17.0 10.8 3.7	75 75	customized beauty solutions that offers individually made-to-order at-home hair color, hair care products	2010 1/1	Francisco Gimenez CEO (310) 846-9100
20	Noribachi (7) 1515 240th St. Harbor City 90710 noribachi.com	340	22.9 10.2 5.2	120 121	custom LED manufacturer for high output commercial and industrial solutions	2007 1/1	Farzad Dibachi CEO (855) 283-1100

¹ In millions.

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 2012 to 2014. 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, 2012 and not be a division or subsidiary of another company. They are also required to have at least \$5 million in 2014 revenue. Law firms, banks and private equity firms were excluded because they do

not report revenue in a conventional manner. 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 on company letterhead to the Research Department, Los Angeles Business Journal, 5700 Wilshire Blvd., Suite 170, Los Angeles 90036. ©2015 Los Angeles Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from the YGS Group, (800) 290-5460 ext. 100.

Researched by David Nusbaum

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