

In The News

San Francisco Business Times

Groove made the list of Top 100 Fastest Growing Private Companies
January 18, 2008

A SPECIAL SUPPLEMENT TO THE **SAN FRANCISCO Business Times** CO-PRESENTED BY PRICEWATERHOUSECOOPERS OCTOBER 19-25, 2007

THE FASTEST-GROWING PRIVATE COMPANIES IN THE BAY AREA

100 FAST



Three hags full: The Online 401(k) is the "black sheep of the financial services industry," says CEO Chad Parks.



Chief Banana: Chris Mittelstaedt and The Fruit Guys help workers put down those Twinkies and eat produce.



Grapes on the go: Michael Stajer of WineCommune.com ships bottles all over the country.



Blueprint for growth: AGI Capital Inc.'s Alexis Wong rolls out mixed-use and housing projects.



Piping-hot: Tea CEO Leigh Rawdon serves up children's clothing inspired by cultures around the world.

SPONSORED BY:

at&t CITY NATIONAL BANK The way up. IDA IRELAND KAISER PERMANENTE thrive LITTLER MENDELSON, P.C. THE NATIONAL EMPLOYMENT & LABOR LAW FIRM Robert Half SOUTHWEST AIRLINES

groove ||

Fastest Private Companies in the Bay Area

(Ranked by percent net revenue growth FY2004 - FY2006*)

Rank	Code	Company Address Phone/fax Web site	Percentage growth	2006 Revenue 2005 Revenue 2004 Revenue	Profit margin	Staff 2006 2005 2004	Startup funding/ Year est.	Business description	Top Bay Area executive
51	NL	GIS Planning Inc. 333 Bryant St., Ste. 340, San Francisco 94107 (415) 284-4770/(415) 284-4770 www.gisplanning.com	102.0%	\$2,125,989 \$1,452,433 \$1,052,650	NR 9 7	8 9 7	\$3,000 1998	Online business location optimization and real estate analysis	Anastasio Mladine CEO
52	NL	groove 11 1101 Park Ave., Ste. 210, San Rafael 94901 (415) 481-9350/(415) 520-1454 www.groove11.com	101.9%	\$4,319,088 \$2,723,148 \$2,089,172	11-15% 24 17 11	24 17 11	\$100,000 2002	Creative agency	Rick Barrett, Sean Dunn CEOs
53	76	GreenLeaf 1893 Arnold Ave., San Francisco 94124 (415) 847-2991/(415) 847-2999 www.greenleaf.com	101.1%	\$53,387,817 \$38,210,008 \$28,546,150	8-10% 130 150 110	130 150 110	\$135,000 1974	Wholesale produce distribution	William Wilkinson CEO
54	NL	EMC 50 Oak Court, Ste. 201, Danville 94526 (925) 827-6380/(925) 828-2813 www.emc.com	99.5%	\$18,242,356 \$12,302,073 \$8,143,326	16-20% 24 18	46 24 18	\$10,000 1890	Advertising	Colleen Edwards President
55	41	Gravity Technologies Inc. 68 Battery St., Ste. 401, San Francisco 94111 (415) 462-0500/(415) 358-9980 www.gravitypeeps.com	96.8%	\$3,468,782 \$2,432,780 \$1,761,191	16-20% 35 30 30	35 30 30	\$10,000 1998	Professional recruitment	Steve Hazleton CEO
56	16	CVPartners Inc. 444 Spear St., Ste. 213, San Francisco 94105 (415) 443-8500/(415) 250-0285 www.cvpartners.com	96.7%	\$29,138,458 \$24,577,688 \$14,818,911	16-20% 221 215 151	221 215 151	\$250,000 2001	Executive recruiting	Ken Gray President
57	57	Eichstaedt & Devereaux LLP One Embarcadero Center, Ste. 1800, San Francisco 94111 (415) 362-9990/(415) 362-2434 www.eid.com	95.7%	\$7,172,050 \$5,220,097 \$3,464,741	NR 27 21 21	27 21 21	NR 2002	Certified public accountants	David Kuhner Managing partner
58	67	SB Architects One Beach St., Ste. 301, San Francisco 94133 (415) 473-9900/(415) 274-2000 www.sbarchitects.com	93.1%	\$14,828,387 \$12,084,284 \$7,676,837	NR 89 82 54	89 82 54	\$500 1860	Architecture	John Elm President
58	89	Garnett Sign Studio 529 Railroad Ave., South San Francisco 94080 (650) 371-9511/(650) 371-0314 www.garnettsign.com	93.1%	\$3,069,821 \$1,767,029 \$1,584,977	11-15% 27 25 23	27 25 23	\$1,000,000 1948	Architectural signage	Mark Unterbach CEO
60	88	Hot Studio Inc. 848 Folson St., Ste. 201, San Francisco 94107 (415) 264-7250/(415) 264-7255 www.hotstudio.com	92.1%	\$3,674,504 \$2,397,580 \$1,812,538	NR 19 9	20 19 9	\$25,000 1997	Interactive design	Maria Gludis CEO
61	53	Engineering/Remediation Resources Group 185 Mason Circle, Ste. A, Concord 94520 (925) 969-0750/(925) 969-0751 www.erng.com	91.8%	\$27,524,218 \$22,861,965 \$14,952,746	NR 118 112 87	118 112 87	\$75,000 1997	Environmental construction and engineering	Cynthia Liu President
62	65	Shwiff, Levy & Poio LLP 433 California St., San Francisco 94104 (415) 781-8800/(415) 268-8931 www.slpcos.com	87.4%	\$1,381,312 \$1,098,127 \$797,965	>25% 10 9	10 9 9	NR 1989	Certified public accountants	Elizabeth Shwiff Partner
63	NL	Elena's Food Specialties Inc. 405 Alton Ave., South San Francisco 94080 (650) 371-8700/(650) 371-0502 www.elenasfoods.com	87.2%	\$9,051,079 \$6,128,050 \$4,834,290	0-5% 70 50 40	70 50 40	\$300,000 1999	Organic food manufacturer and marketer	Peter Sertone President
64	93	Valley Oak Systems Inc. 3500 Executive Parkway, Ste. 340, San Ramon 94583 (925) 242-8500/(925) 901-1020 www.valleyoak.com	84.9%	\$22,224,711 \$15,025,709 \$12,018,211	0-5% 119 79 68	119 79 68	\$300 1994	Software for the insurance industry	Randy Wheeler CEO
65	59	Premier Staffing Inc. 111 Sutter St., Ste. 350, San Francisco 94104 (415) 340-2211/(415) 342-3311 www.pstafrg.com	84.3%	\$5,144,997 \$4,700,429 \$2,791,917	NR 14 12	14 12	\$50,000 1998	Staffing/recruiting	Sara Menko CEO
66	NL	Shames Construction Co. Ltd. 3828 Brink St., Livermore 94550 (925) 458-3000/(925) 858-3000 www.shames.com	83.3%	\$94,737,361 \$61,886,779 \$51,674,956	0-5% 45 31 30	45 31 30	\$60,000 1987	Commercial general contracting	Bary Shames CEO
67	23	PaPrint LLC 2861 Mendota Parkway, Oakland 94620 (888) 811-2009/(510) 444-0369 www.paprint.com	82.1%	\$22,458,258 \$18,778,123 \$12,334,850	NR 149 NR NR	149 NR NR	NR 1990	Customized printed products and integrated marketing, design and mailing services	Andy Comly CEO
68	NL	Plant Construction Co. LP 300 Newhall St., San Francisco 94124 (415) 285-0500/(415) 550-1357 www.plantconstruction.com	80.7%	\$194,940,480 \$112,276,921 \$102,324,403	NR 162 200 160	162 200 160	NR 1947	General contractor	Craig Allison Genetic partner
69	NL	DPR Construction Inc. 1450 Veterans Blvd., Redwood City 94063 (650) 474-1450/(650) 474-1451 www.dpr.com	80.2%	\$1,581,758,000 \$996,581,000 \$677,792,000	NR 2,281 1,782 1,401	2,281 1,782 1,401	\$750,000 1990	General contractor	Doug Woods President
70	80	Pollock Architecture 111 Maiden Lane, Ste. 350, San Francisco 94108 (415) 788-4400/(415) 788-0309 www.pollockarch.com	80.1%	\$6,448,035 \$4,803,937 \$3,581,238	NR 35 32 30	35 32 30	\$40,000 1982	Interior design/architecture	Richard Pollock Principal-in-charge
71	61	AEI Consultants 2000 Camino Diablo, Ste. 200, Walnut Creek 94597 (925) 263-0000/(925) 944-2898 www.aeiconsultants.com	78.2%	\$14,879,364 \$11,194,927 \$8,198,646	NR 160 150 70	160 150 70	\$10,000 1992	Environmental consultants	Craig Hertz President
72	72	TriNet Communications Inc. 8567 Diosa St., Livermore 94550 (925) 284-1720/(925) 449-0263 www.trinetcommunications.com	77.4%	\$68,342,019 \$48,756,159 \$38,524,184	0-5% 34 28 22	34 28 22	\$60,000 1990	Distributor of telecommunications and cable television equipment	Jon Fernandez CEO
73	39	The FruitGuys 406 Victory Road, Ste. D, South San Francisco 94080 (650) 246-1200/(650) 246-3730 www.fruitguys.com	77.2%	\$3,491,555 \$2,962,788 \$1,853,032	NR 7 7 12	7 7 12	\$20,000 1998	Fresh fruit delivered to offices	Chris Mittelschmidt CEO
74	NL	Circle Bank 1400 Green Ave., Ste. A, Novato 94945 (415) 488-5400/(415) 889-3242 www.circlebank.com	75.5%	\$13,848,000 \$9,861,000 \$7,890,000	NR 42 36 28	42 36 28	\$3,000,000 1990	Banking/financial services	Kimberly Kaalions CEO
75	49	IMC Diagnostics Inc. 2000 Powell St., Ste. 1050, Emeryville 94608 (510) 596-0700/(510) 596-0701 www.imcdiagnostics.com	74.3%	\$6,445,189 \$5,834,273 \$5,418,410	>25% 36 36 32	36 36 32	NR 1998	Diagnostics imaging	Ans Chackerao CEO

This list includes privately-held companies headquartered in Alameda, Contra Costa, Marin, San Francisco and San Mateo counties, and the city of Palo Alto.

*Net revenue = revenue less deductions for returns and allowances or credits, when applicable. Companies considered for this list must meet the following criteria: 1) Headquartered in the Bay Area; 2) Net revenue of greater than \$200,000 in FY 2004; 3) Independent, privately-held corporation, proprietorship or partnership (not a subsidiary or division) through fiscal year 2006. Companies listed with a ticker symbol went public in fiscal 2007. Private/venture-backed companies were provided financial documentation by each of the companies in order to verify revenue figures. **Company has filed for an IPO.

*Employee number as of 10/31/06.

Ranking based on percent net revenue growth from FY2004 - FY2006.

Researched by Kayla Platt