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▶ **NEXT WEEK'S LISTS**
Architecture Firms,
Engineering Firms

Rank	Company •Address	Company logo	Two-year revenue growth	Revenue for the 12 months ended			OC employees as of 6/30/2018 6/30/2017 6/30/2016	Company/product description	Top local official(s) •Title •Phone/fax	Photo
				6/30/2018	6/30/2017	6/30/2016				
1	Recall Masters Inc. 23131 Verdugo Drive Laguna Hills 92653-1334 Website: recallmasters.com Email: dan@recallmasters.com		530.7%	\$6.5 million	\$2.8 million	\$1 million	35 25 7	Provider of automotive recall news, data, technology, communications and training services to OEMs, automotive dealerships, fleet managers/rental companies, independent dealers, industry software and service providers	Christopher J. Miller/Dan Beres/ Ron Lopes/Scott Alan CEO/COO/VP/chief strategy officer (949) 246-3052/(949) 861-6350	
2	Common Thread Collective 1701 Quail St., Ste. 400 Newport Beach 92660-2796 Website: commonthreadco.com Email: cory@commonthreadco.com		376.4%	\$4.2 million ⁽¹⁾	\$2.1 million ⁽¹⁾	\$890,785 ⁽¹⁾	36 19 10	Online sales agency	Taylor Holiday/Cory Hamilton/ Josh Rodarmel/Jordan Palmer/ Iain Harris managing partner/partners (916) 524-5962	
3	Killer Concepts Inc. 23341 Del Lago Drive Laguna Hills 92653-1309 Website: killerc.com Email: support@killerc.com		318%	\$7.2 million ⁽¹⁾	\$5.4 million ⁽¹⁾	\$1.7 million ⁽¹⁾	6 ⁽¹⁾ 5 ⁽¹⁾ 4 ⁽¹⁾	Manufacturer and wholesaler of mobile phone accessories and wireless devices of our own IP	Jeff Leitman CEO/president (949) 215-9252	
4	Geraci LLP 90 Discovery Irvine 92618-3105 Website: geracillp.com Email: r.keys@geracillp.com		269.4%	\$7.5 million	\$5.7 million	\$2 million	35 19 15	Law firm, media, and consulting company with legal departments of banking and finance, corporate and securities, and a litigation/bankruptcy team	Anthony F. Geraci/Christina L. Geraci managing shareholders (949) 379-2600	
5	CISOSHARE 105 Avenida de la Estrella, Ste. 4 San Clemente 92672-3985 Website: cisoshare.com Email: mike.gentile@cisoshare.com		234.2%	\$2.7 million ⁽¹⁾	\$1.5 million ⁽¹⁾	\$808,000 ⁽¹⁾	20 ⁽¹⁾ 10 ⁽¹⁾ 3 ⁽¹⁾	Security program development services	Mike Gentile CEO/president (800) 203-3817	
6	Spinnaker Investment Group 4041 MacArthur Blvd., Ste. 475 Newport Beach 92660-2524 Website: spinninvest.com Email: morgan@spinninvest.com		193.9%	\$2.1 million	\$1.5 million	\$700,000	6 5 3	Financial Services	Morgan R. Christen/Joseph Stapleton CEO/president (949) 396-6702	
7	Alchemy Factory 2900 Bristol St., Ste. D201-203 Costa Mesa 92626-5941 Website: al.che.my Email: fabio@alchemyfactory.co		185.7%	\$6 million ⁽¹⁾	\$4.8 million ⁽¹⁾	\$2.1 million ⁽¹⁾	15 ⁽¹⁾ 12 ⁽¹⁾ 8 ⁽¹⁾	Digital health incubator focused on biotech, pharma and health tech startups; Alchemy includes CureClick, a novel crowdsourced clinical trial recruitment service; inVibe, a disruptive speech emotion market research platform for health; and Sonic Health, a story-driven idea consultancy	Fabio Gratton/Ross Fetterolf/ Jeremy Franz CEO/chief strategy officer/chief technology officer (646) 887-6642	
8	INDECON Builders Inc. 1382 Valencia Ave., Ste. N Tustin 92780-6472 Website: indeconbuilders.com Email: info@indeconbuilders.com		184.4%	\$3.7 million	\$3.1 million	\$1.3 million	8 8 6	Commercial general contractor focused on comprehensive client services, design build, development and renovations	Michael Pulley president (714) 393-2961/(714) 258-7320	
9	WJK Development Co. 16520 Bake Parkway, Ste. 105 Irvine 92618-4688 Website: wjkdevelopment.com Email: grant@wjkdevelopment.com		181.7%	\$8.5 million ⁽¹⁾	\$5.7 million ⁽¹⁾	\$3 million ⁽¹⁾	22 ⁽¹⁾ 18 ⁽¹⁾ 12 ⁽¹⁾	Real estate development/general contracting	Grant Keene president (949) 677-0668	
10	Identified Talent Solutions 7545 Irvine Center Drive, Ste. 200 Irvine 92618-2933 Website: identifiedtalent.com Email: pdavid@identifiedtalent.com		152.2%	\$5.1 million ⁽¹⁾	\$3 million ⁽¹⁾	\$2 million ⁽¹⁾	15 12 8	Employment and human resources consulting firm	Paul M. David CEO (888) 747-3285/(888) 747-3285	
11	4 S.T.E.L. Engineering Inc. 26030 Acero, Ste. 200 Mission Viejo 92691-2768 Website: 4steleng.com Email: info@4steleng.com		141.8%	\$5.4 million	\$4.8 million	\$2.2 million	24 24 17	Professional design and engineering services specializing in commercial, industrial, and solar projects	Dustin Rosepink/Jonathan Varela/ Gary Mills CEO, president/COO/director, engineering (949) 305-1150/(949) 305-1420	
12	Davison & Moore LLC 18012 Cowan, Ste. 210 Irvine 92614-6810 Website: davisonandmoore.com Email: melissa@davisonandmoore.com		130.3%	\$9 million ⁽¹⁾	\$8 million ⁽¹⁾	\$3.9 million ⁽¹⁾	5 ⁽¹⁾ 4 ⁽¹⁾ 2 ⁽¹⁾	Commercial flooring contractor	Brian W. Davison/Michael K. Moore principals (949) 252-0101/(949) 252-0707	
13	Agema Technology Inc. 6 Jenner, Ste. 260 Irvine 92618-3860 Website: agematech.com Email: mbalzer@agematech.com		114.9%	\$6 million	\$6.2 million	\$2.8 million	6 5 3	IT systems integration, professional services (commercial and federal), and enterprise solutions	Mitch Balzer/Jeffrey Thompson co-founder, executive VP/co-founder, president (949) 346-2500/(949) 346-3600	
14	ANDesign 847 W. 16th St. Newport Beach 92663-2801 Website: andesignlab.com Email: jon@andesignlab.com		100%	\$8 million	\$7 million	\$4 million	12 12 12	Industrial design firm	Andrew Namminga CEO (714) 884-3874	

Photos show the first top official listed. Note: 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. Unless otherwise noted, the information on this list was provided by the companies themselves. List may not be reprinted without permission of the editor.

⁽¹⁾ Business Journal estimate

Recall Masters Helps Car Owners, Sees Sales Explode

AUTOMOTIVE: Firm uses AI to find defective parts

By CHRIS CASACCHIA

The nation's largest auto safety recall a decade ago provided a foundation to build one of the fastest-growing startups in Orange County.

Recall Masters Inc. is still helping auto dealerships, rental companies and original equipment manufacturers replace Japan-based Takata airbags, a massive undertaking that's progressed slowly since **Honda** issued the first recall in 2008.

In November 2014, the National Highway Traffic Safety Administration (NHTSA) called for a nationwide recall within two weeks of a New York Times report claiming Takata was aware of dangerous defects in its airbags years before the company filed reports with federal regulators.

Since then "we became the industry leader in raising awareness," Recall Masters Chief Operating Officer **Dan Beres** said last week at the company's new headquarters in Laguna Hills.

Indeed, the company employs a subscription model from nearly 2,000 customers that use its suite of products directly or through partner networks, including Irvine-based **Mazda Motor of America Inc.**, **Mercedes** and **AutoNation USA** (NYSE: AN).

Revenue for the 12 months through June topped \$6.4 million, skyrocketing 531% over two years.

The percentage jump claimed the No. 1 ranking among small companies—annual sales under \$10 million—according to this week's issue dedicated to the fastest-growing



COO Beres: recalls good for business private companies in Orange County.

AI to Find Recall

Recall Masters supplies proprietary data through machine-learning algorithms that process millions of vehicle identification numbers (VINs) everyday from more than 45 sources, including motor vehicle departments, mobile phone databases and tow truck lists.

Its mobile app allows consumers to scan at no charge VINs for recall alerts, car history and available parts. It recently launched **MotorSafety.org**, a non-profit unit focused on raising consumer awareness on recall repairs through alerts and an open database.

"There are over 70 million vehicles on the road today in the U.S. that have open safety recalls," Beres said.

Under a safety recall, manufacturers are ultimately on the hook to notify the public and vehicle owners, but are only required to send one notification within 90 days of a recall, according to Beres.

Many manufacturers lack ownership data as vehicles change hands and cross state lines.

To exacerbate matters, used car dealers are not required under federal law to inform consumers about unrepaired safety recalls on the vehicles they sell.

Recall Masters has established call centers in Florida and Puerto Rico to help auto dealers create recall departments. More than 17,000 dealerships are in the U.S. alone.

"There is a huge recall epidemic," Beres said.

U.S. recalls actually sank to a four-year-low in 2017, 30.7 million units according to the NHTSA. But that's still nearly double the 17.6 million new cars and trucks that dealers sold.

Demand for Recall Masters' content has fueled a hiring push and expansion into a nearly 16,000-square-foot office under renovation near the Santa Ana (5) Freeway. The space, more than six times the size of its prior digs in Aliso Viejo, houses about 40 employees and can accommodate dozens more as it ramps up software engineering, marketing and sales.

"We're continuously hiring here," Beres said. "We want to hire data scientists and software developers and start bringing them in-house."

The company was started in 2015 by auto marketing veterans **Ron Lopes** and **Christopher Miller**, and Beres said it's profitable and hasn't raised capital from institutional or outside investors. Miller, the chief executive, and Lopes, the vice president, both previously

worked at **Mycustomerdata**, an Aliso Viejo-based firm that provides customer retention information to franchise dealers. Miller's resume also boasts programming experience at large banks including London's HSBC. He provided more than \$400,000 of seed capital to help launch Recall Masters.

Recall Problems for Years

The faulty Takata airbags, which have been known to burst with exploding shrapnel upon deployment, have killed at least 15 drivers and passengers, and injured more than 250 in the U.S., according to NHTSA. The recall has involved 34 auto brands.

Issues related to Takata's deadly air bag inflators continue to surface.

Takata recalled an additional 3.3 million airbags in January, and late last month, NHTSA warned millions of car owners the air bags are increasingly prone to explode during a collision after exposure to hot and humid conditions.

Some 37 million vehicles equipped with 50 million defective Takata air bags are still under recall, according to NHTSA.

"We're going to have this problem for years to come," Beres said.

Michigan-based **Key Safety Systems** in April acquired Takata's non-airbag business assets for \$1.6 billion in bankruptcy proceedings, and in June renamed the company **TKJP Corp.**

In February, Takata reached a \$650 million settlement related to consumer protection claims in 44 states and Washington, D.C., but a small percentage is expected to be paid to those injured and families of the deceased, due to the predecessor company's financial problems and bloated debt of more than \$9 billion. ■

CONGRATULATIONS



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Executive Team: (Left to Right) Bryan Beitler, Burt Hong, Amy Freeman, Adam Coffey, Beth Goldstein, Andy Mandell, John Manzanares, Mike Ochoa

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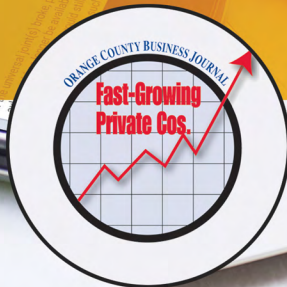
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OCBJ's Fastest Growing Companies in Orange County!



The #1 Provider of Automotive Recall News, Data and Technology

There's a recall crisis in America. Almost 80 million vehicles pose a daily threat to their unsuspecting owners and others traveling on our roads and highways. Recall Masters is working to solve it. Using best-in-class data, proprietary technology and a comprehensive communications strategy, we serve manufacturers, dealerships and other industries to secure repairs at local dealerships. We're making vehicles safer, informing consumers and empowering the auto industry to put the brakes on a problem spinning out of control. For career, investor or partnership opportunities, please visit us at www.recallmasters.com.



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