

OC's Largest Private Companies See 3.1% Sales Increase



Local Jobs Up 1% As of May

By PETER J. BRENNAN

Orange County's largest private companies kept chugging along in 2019 when they increased their revenue. The county's 41 biggest private firms together had total revenue around \$87.9 billion, a respectable 3.1% increase.

Next year's list? Wait and see, as firms scramble to reinvent—and in some cases, expand—their operations to deal with COVID-19's impact.

The Business Journal's latest list includes those with at least \$500 million in annual sales.

Moving from second to first place this year is Fountain Valley's **Kingston Technology Corp.**, which reported \$12.8 billion in sales. The maker of memory chips this year included revenue from previously undisclosed line of work (see separate story, page 16).

Pacific Life Insurance Co. fell to No. 2, although its revenue increased a healthy 15% to \$12.3 billion. The Newport Beach-based company, famous for its advertisements of whales jumping out of the ocean, recently sold its airplane leasing unit, **Aviation Capital Group**, to minority stockholder **Tokyo Century Corp.** for an estimated \$3 billion. That unit, commonly known as ACG, has an estimated revenue of \$1.1 billion in 2019, thus making its debut at No. 19.

The biggest revenue gainer percentage wise was 62% to \$581.1 million at Irvine's **Kofax Inc.**, which last year closed on a reported \$400 million all-cash buy of the imaging division of **Nuance Communications Inc.** Kofax ranks No. 37 on the list.

Another big gainer was No. 32 **New Amer-**

ican Funding, a Tustin-based mortgage originator owned by husband and wife **Rick and Patty Arvielo**. Its revenue increased 38% to \$630.5 million.

Larger rival **loanDepot.com LLC** of Foothill Ranch had an estimated \$1.3 billion, good for the No. 16 spot. Founder and Chief Executive **Anthony Hsieh** predicted revenue may surge 50% to more than \$2 billion this year because interest rates have fallen so much (see separate article, page 1).

Another significant revenue gain was 17% to \$1.6 billion at No. 13 Newport Beach's **Aliant Insurance Services Inc.** **Tom Corbett**, who became CEO in 1994, has built the firm to become the world's 10th-largest insurance broker.

No. 14 **Pacific Dental Services** of Irvine reported a 15% jump to \$1.6 billion. Founder and Chief Executive **Stephen Thorne** last month told the Business Journal that his company, which supplies back-office services to dental practices, was on track to hit \$2 billion this year before the coronavirus struck. He estimated the company will be "happy" to reach \$1 billion this year because the coronavirus at one point shut down an estimated 95% of the nation's dental practices.

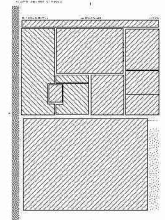
Other companies will undoubtedly see lower revenue in 2021 due to COVID-19 issues, such as Irvine's **Fitness International LLC**, operator of the LA Fitness chain. The Business Journal estimated its 2019 revenue climbed 4.7% to \$2.2 billion, No. 11 on the list.

Allied's Job Jump

The biggest firms employed about 38,000 in Orange County, a 1% gain from a year ago. They continue to grow faster outside the county, reporting a companywide gain of 5.4%, or 467,036. On last year's list, local jobs grew 3% while companywide growth was 13%.

About half of that companywide employee count can be attributed to Santa Ana's **Allied Universal**, the nation's largest provider of security guards with about 235,000 employees, a 9.3% increase. It's looking to add another 30,000 jobs in the next few months.

No. 3 Allied Universal reported revenue of \$7.4 billion as of Dec. 31, a 28% gain largely



aided by acquisitions, as well as organic growth. Chief Executive **Steve Jones** in April estimated revenue will hit about \$8.5 billion this year.

Other Notables:

- Irvine-based **Golden State Foods Corp.** fell from No. 3 to No. 5 with revenue estimated at \$5 billion. In late 2018, it sold a third of its 27 food distribution centers.
- The **Automobile Club of Southern Cal-**

ifornia in Costa Mesa stayed at No. 4 as sales climbed almost 1% to \$6.7 billion. It reported 2018 sales rose 11%.

- **Alignment Healthcare** of Orange jumped from No. 36 to No. 27 by an estimated 35% boost in revenue to \$805 million. Founder and Chief Executive **John Kao** in March told the Business Journal that his company, which sells Medicare Advantage insurance plans, was on pace to top \$1 billion in sales this year. ■



Liftoff: former PacLife unit Aviation Capital makes debut on list

THE LIST | PRIVATE COMPANIES



REZA JAHANGIRI
CEO
American Advisors Group



STEVE JONES
Chairman and CEO
Allied Universal



MANU SHAH
CEO
MS International Inc.



LYNSI SNYDER
President
In-N-Out Burger Inc.



KRISHNA SUDHEENDRA
CEO
UST Global Inc.



WILLIAM WANG
Founder and CEO
Vizio Inc.

THE LIST PRIVATE COMPANIES

► NEXT WEEK'S LISTS *Accounting Firms, Management Consultants*

RANKED BY REVENUE

Rank	Company	Company logo	Revenue for 12 months ended Dec. 31, 2019	OC employees	Companywide employees	Company/product description	Year established	Top local official(s)	
Prev. Rank	Address		Yearly % change	Yearly % change	Yearly % change			Title Phone/fax	
1	Kingston Technology Co. 17600 Newhope St. (2) Fountain Valley 92708-4220 Website: kingston.com Email: sales@kingston.com		\$12.8 billion -2%	640 -2%	3,600 3%	Maker of PC and server memory, flash memory products, embedded solutions, gaming peripherals	1967	John Tu/David Sun co-founder, CEO/co-founder, COO (714) 435-2600/(714) 435-2699	
2	Pacific Life Insurance Co. (1) 700 Newport Center Drive Newport Beach 92660-6397 Website: pacificlife.com Email: info@pacificlife.com		\$12.3 billion 15%	2,071 -3%	3,897 3%	Life insurance, annuities, mutual funds, reinsurance	1868	James T. Morris chairman/CEO/president (949) 219-3011	
3	Allied Universal (5) 1551 N. Tustin Ave., Ste. 650 Santa Ana 92705-8664 Website: aus.com Email: steve.jonesceo@aus.com		\$7.5 billion 28%	3,650 0%	235,000 9%	Manned guarding services, highly advanced integrated tech solutions, risk advisory and consulting, security and safety training, event services, staffing and janitorial services	1967	Steve Jones chairman/CEO (714) 619-9700/(714) 619-9701	
4	Automobile Club of Southern California (4) 3333 Fairview Road Costa Mesa 92626-1610 Website: aaa.com		\$6.7 billion 1%	3,500 0%	14,000 -7%	Insurance, travel, automotive and financial services	1900	John Boyle CEO/president (714) 885-2333	
5	Golden State Foods Corp. (3) 18301 Von Karman Ave., Ste. 1100 Irvine 92612-1009 Website: goldenstatefoods.com Email: bsanderson@goldenstatefoods.com		\$5 billion ⁽¹⁾ NA	114 -11%	5,600 13%	Food manufacturer and distributor	1947	Mark Wetterau chairman/CEO (949) 247-8000/(949) 247-8092	
6	Irvine Company (9) 550 Newport Center Drive Newport Beach 92660-7010 Website: irvinecompany.com Email: information@irvinecompany.com		\$3.5 billion ⁽¹⁾ NA	4,120 ⁽¹⁾ NA	4,860 ⁽¹⁾ NA	Real estate owner, developer	1864	Donald Bren chairman (949) 720-2000	
7	Young's Market Co. (10) 14402 Franklin Ave. Tustin 92780-7013 Website: youngsmarket.com		\$3.1 billion ⁽¹⁾ NA	600 ⁽¹⁾ NA	3,200 ⁽¹⁾ NA	Liquor, wine wholesaler	1888	Christopher Underwood partner (714) 368-4615/(714) 368-6423	
8	Advantage Solutions (7) 18100 Von Karman Ave., Ste. 1000 Irvine 92612-7196 Website: advantagesolutions.net		\$3 billion ⁽¹⁾ NA	1,000 ⁽¹⁾ NA	50,000 ⁽¹⁾ NA	Sales and marketing agency	1987	Tanya Domier CEO (949) 797-2900/(949) 797-9112	
9	Vizio Inc. (8) 39 Tesla Irvine 92618-4603 Website: vizio.com Email: press@vizio.com		\$2.5 billion ⁽¹⁾ NA	185 0%	430 4%	Electronics company that develops proprietary smart TV operating system, TV and audio electronics hardware	2002	William Wang founder/CEO (949) 428-2525	
10	Wilson Automotive (12) 1400 N. Tustin St. Orange 92667-3995 Website: wilsonautomotive.com Email: vikkimurphy@drivewilson.com		\$2.3 billion 4%	1,192 2%	1,988 1%	Automotive dealerships	1983	David W. Wilson owner/CEO (714) 516-3108/(714) 997-9200	
11	Fitness International LLC (13) 3161 Michelson Drive, Ste. 600 Irvine 92612-4400 Website: lafitness.com Email: contact@fitnessintl.com		\$2.2 billion ⁽¹⁾ NA	1,100 ⁽¹⁾ NA	24,000 ⁽¹⁾ NA	Health club operator	1984	Louis Welch co-CEO/president (949) 255-7200	
12	SA Recycling (14) 2411 N. Glassell St. Orange 92865-2705 Website: sarecycling.com		\$1.6 billion ⁽¹⁾ 2%	360 7%	2,002 0%	Metal recycling	2007	George Adams Jr./Mark Sweetman/ Terry Adams/Tyler Adams CEO, president/CFO, executive VP/ executive VP, business development/ COO, executive VP (714) 632-2000/(714) 632-6811	

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⁽¹⁾ Business Journal estimate
⁽²⁾ Revenue for 12 months ended June 30, 2019

Researched by Meghan Kilewer

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Prev. Rank	Address		*yearly % change	*yearly % change	*yearly % change			*Title *Phone/fax	
13	Alliant Insurance Services Inc. 1301 Dove St., Ste. 200 Newport Beach 92660-2436 Website: alliant.com Email: marcomm@alliant.com		\$1.6 billion 17%	322 4%	4,102 12%	Commercial insurance brokerage and employee benefits consulting firm	1925	Thomas W. Corbett/Greg Zimmer/Peter Carpenter chairman, CEO/president/COO (949) 756-0271	
14	Pacific Dental Services 17000 Red Hill Ave. Irvine 92614-5626 Website: pacificdentalservices.com Email: info@pacificdentalservices.com		\$1.6 billion 15%	1,757 13%	12,690 11%	Dental business support organization providing business and administrative services	1994	Stephen E. Thorne IV founder/CEO/president (714) 945-8500/(949) 250-0510	
15	MSI International Inc. 2095 N. Batavia St. Orange 92665-3101 Website: msisurfaces.com Email: neha@msisurfaces.com		\$1.3 billion 13%	413 1%	2,166 3%	Distributor of flooring, countertop, granite, quartz, wall tile and hardscaping	1975	Manu Shah CEO (714) 985-7500/(714) 685-7600	
16	loanDepot 28642 Towne Centre Drive Foothill Ranch 92610-2808 Website: loandepot.com Email: lwildrick@loandepot.com		\$1.3 billion ⁽¹⁾ NA	2,549 ⁽¹⁾ NA	6,800 ⁽¹⁾ NA	Consumer lender	2010	Anthony Hsieh founder/chairman/CEO (949) 330-8791	
17	Trace3 Inc. 7565 Irvine Center Drive, Ste. 200 Irvine 92618-4919 Website: trace3.com Email: erin@warnerpr.com		\$1.2 billion ⁽¹⁾ NA	152 ⁽¹⁾ NA	816 ⁽¹⁾ NA	IT consultancy and service provider	2001	Tyler Beecher/Rich Fennessy executive chairman/CEO (949) 333-2300/(949) 333-2400	
18	UST Global Inc. 5 Polaris Way Aliso Viejo 92656-5356 Website: ust-global.com Email: contact@ust-global.com		\$1.1 billion 10%	172 19%	25,000 9%	Information technology services provider	1999	Krishna Sudheendra CEO (949) 716-8757/(949) 777-6286	
19	Aviation Capital Group[®] 840 Newport Center Drive, Ste. 300 Newport Beach 92660-6385 Website: aviationcapitalgroup.com Email: gordon.grant@aviationcapital.com		\$1 billion ⁽¹⁾ NA	80 ⁽¹⁾ NA	112 ⁽¹⁾ NA	Aircraft operating lessor	1989	Khanh T. Tran CEO/president (949) 219-4600/(949) 759-5675	
20	Northgate González Market 1201 N. Magnolia Ave. Anaheim 92801-2609 Website: northgatemarket.com Email: website@northgatemarkets.com		\$1 billion 2%	2,118 -9%	5,909 0%	Hispanic grocery and food chain	1980	Miguel González co-president (714) 778-3784/(714) 778-3295	
21	Passco Cos. 2050 Main St., Ste. 650 Irvine 92614-8265 Website: passco.com Email: sstemmen@passco.com		\$1 billion 12%	49 -6%	64 -4%	Real estate firm specializing in the acquisition, development and management of multifamily and commercial properties throughout the U.S.	1998	William O. Passo founder/CEO (949) 442-1000	
22	KBS 800 Newport Center Drive, Ste. 700 Newport Beach 92660-6420 Website: kbs.com Email: info@kbs.com		\$1 billion -8%	107 -22%	119 -25%	Commercial real estate owner, operator, investment adviser	1992	Charles J. Schreiber Jr. CEO (949) 417-6500/(949) 417-6501	
23	Senegen International 19651 Alter Foothill Ranch 92610-2507 Website: senegen.com Email: info@senegen.com		\$1 billion ⁽¹⁾ NA	180 -10%	275 -8%	Direct sales company specializing in long-lasting, anti-aging color cosmetics and skincare products	1999	Joni Rogers-Kante founder/CEO (949) 521-6161	
23	ViewSonic Corp. 10 Pointe Drive Brea 92821-7620 Website: viewsonic.com		\$1 billion ⁽¹⁾ NA	150 7%	1,000 11%	Maker of monitors, projectors, digital signage, ViewBoard interactive displays, and the myViewBoard software ecosystem	1987	Jeff Volpe president, ViewSonic Americas (909) 444-8888/(909) 468-1240	
25	In-N-Out Burger Inc. 4199 Campus Drive, ninth floor Irvine 92612-8604 Website: in-n-out.com		\$957 million ⁽¹⁾ 3%	2,619 3%	29,557 3%	Restaurant chain operator	1948	Lynsi Snyder president (949) 509-6200/(949) 854-5369	
26	Tuttle-Click Automotive Group 41 Auto Center Drive Irvine 92618-2802 Website: tuttleclick.com Email: bfthomas@tuttleclick.com		\$917.9 million -1%	457 -7%	1,365 -13%	Automotive dealerships	1946	Christopher Cotter president (949) 598-4800/(949) 830-0980	

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⁽¹⁾ Business Journal estimate

⁽²⁾ Company is independently operated in Newport Beach
⁽³⁾ Revenue obtained from Chicago-based Technomic

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27 (36)	Alignment Healthcare 1100 W. Town & Country Road, Ste. 1600 Orange 92868-4698 Website: alignmenthealthcare.com		\$805 million ⁽¹⁾ NA	429 ⁽¹⁾ NA	578 ⁽¹⁾ NA	Healthcare services for Medicare beneficiaries, Medicare Advantage	2013	John Kao CEO (844) 310-2247	
28 (34)	Olen Properties Corp. 7 Corporate Plaza Newport Beach 92660-7904 Website: olenproperties.com		\$804 million 32%	122 -5%	620 1%	Real estate developer, investor and operator/ property manager, other non-real estate equity investments	1973	Igor M. Olenicoff/Natalia Olenicoff Ostensen president, executive VP (949) 644-6536	
29 (NR)	American Advisors Group 3800 W. Chapman Ave. Orange 92868-1638 Website: aag.com Email: twillis@aag.com		\$721.9 million 23%	754 3%	1,294 9%	Reverse mortgage lending	2004	Reza Jahangiri CEO (866) 948-0003	
30 (29)	Stremick's Heritage Foods LLC 4002 Westminster Ave. Santa Ana 92703-1310 Website: stremicksheritagefoods.com Email: wrobinson@heritage-foods.com		\$720 million ⁽¹⁾ NA	240 ⁽¹⁾ NA	975 ⁽¹⁾ NA	Maker, distributor of dairy products, juices, soy, soups, nondairy products, protein, almond and coconut	1916	Louis J. Stremick CEO (714) 775-5000/(714) 775-7677	
31 (32)	HireRight 3349 Michelson Drive, Ste. 150 Irvine 92612-8881 Website: hireright.com Email: customerservice@hireright.com		\$645.6 million 0%	169 8%	2,732 -7%	Provider of background screening and workforce solutions	1995	Guy Abramo CEO (949) 428-5800	
32 (45)	New American Funding 14511 Myford Road, Ste. 100 Tustin 92780-7057 Website: newamericanfunding.com Email: awards@nafinc.com		\$630.5 million 38%	1,135 32%	3,489 19%	Mortgage banking	2003	Rick Arvielo/Patty Arvielo CEO/president (949) 385-7114/(949) 861-6007	

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► Continued on page 26

RANKED BY REVENUE

Rank Prev. Rank	Company Address	Company logo	Revenue for 12 months ended Dec. 31, 2019 *yearly % change	OC employees *yearly % change	Companywide employees *yearly % change	Company/product description	Year established	Top local official(s) *Title *Phone/fax
33 (33)	Piercey Automotive Group 16901 Millikan Ave. Irvine 92606-5011 Website: pierceyautogroup.com		\$629.9 million ⁽¹⁾ NA	194 ⁽¹⁾ NA	804 ⁽¹⁾ NA	Automobile sales and service	1991	William Piercey/Tom Chadwell/Rich Dusablon CEO/COO/CFO (949) 396-6000/(949) 396-6005
34 (31)	Shelly Automotive Group 9881 Research Drive Irvine 92618-4304 Website: shellyautomotive.com Email: judy@shellygroup.com		\$625.5 million -10%	252 -14%	469 -16%	Automotive dealerships	1999	Damon Shelly/Michael Chadwick chairman, CEO/president (949) 380-1200/(949) 380-1012
35 (35)	KPRS Construction Services Inc. 2850 Saturn St. Brea 92821-6201 Website: kprsync.com Email: joels@kprsync.com		\$599 million -1%	260 2%	280 0%	General contractor	1998	Joel Stensby president (714) 672-0800/(714) 672-0871
36 (41)	Applied Medical Resources Corp. 22872 Avenida Empresa Rancho Santa Margarita 92688-2650 Website: appliedmedical.com Email: contact@appliedmedical.com		\$585.6 million 8%	3,133 4%	4,358 3%	Medical device maker	1987	Said Hital CEO (949) 713-8000/(949) 713-8200
37 (54)	Kofax Inc. 15211 Laguna Canyon Road Irvine 92618-3146 Website: kofax.com Email: info@kofax.com		\$581.1 million 62%	172 -9%	2,015 -8%	Supplier of Intelligent Automation software to automate and digitally transform end-to-end business operations	1985	Reynolds C. Bish CEO (949) 783-1000/(949) 727-3144
38 (37)	Smile Brands Inc. 100 Spectrum Center Drive, Ste. 1500 Irvine 92618-4964 Website: smilebrands.com Email: contactus@smilebrands.com		\$578 million ⁽¹⁾ NA	675 ⁽¹⁾ NA	4,920 ⁽¹⁾ NA	Dental management services	1998	Steven C. Bilt CEO (714) 668-1300
39 (44)	Largo Concrete Inc. 2741 Walnut Ave., first floor Tustin 92780-7037 Website: largoconcrete.com Email: cforster@largoconcrete.com		\$519.2 million ⁽¹⁾ 11%	250 150%	1,447 -20%	Structural concrete/formwork, pumping, place and finish, masonry, design-build parking structures	1989	Ken Long president (714) 731-3600/(714) 731-4800
40 (43)	Confie 7711 Center Ave., Ste. 200 Huntington Beach 92647-9124 Website: confie.com		\$508.2 million -1%	232 -32%	3,835 -7%	National insurance distribution company primarily focused on personal lines and small commercial insurance	2007	Cesar Soriano CEO (714) 252-2500
41 (39)	Arbonne International LLC 9400 Jeronimo Road Irvine 92618-1907 Website: arbonne.com Email: info@arbonne.com		\$500 million ⁽¹⁾ NA	282 ⁽¹⁾ NA	660 ⁽¹⁾ NA	Health, beauty products	1980	Jean-David Schwartz CEO (949) 770-2610/(949) 460-1095

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⁽¹⁾ Business Journal estimate
⁽²⁾ Revenue for 12 months ended Sept. 30, 2019

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