







THE LIST FASTEST-GROWING LARGE PRIVATE COMPANIES

RANKED BY TWO-YEAR REVENUE GROWTH

Rank	Company •Address	Company logo	Two-year revenue growth	Revenue for the 12 months ended			OC employees as of	Company/product description	Top local official(s) •Title •Phone/fax	
				6/30/2024	6/30/2023	6/30/2022				
1	CBC Bancorp 19752 MacArthur Blvd., Ste. 100 Irvine 92612-2422 Website: cbcocal.com Email: apatel@cbcal.com		119.8%	\$142.5 million	\$112.8 million	\$64.8 million	201 118 110	Bank holding company of Commercial Bank of California	Ash Patel CEO/chairman/president (714) 431-7000	
2	First Financial Equipment Leasing 750 The City Drive S., Ste. 300 Orange 92868-6905 Website: ffequipmentleasing.com Email: info@ffequipmentleasing.com		118.9%	\$113.8 million	\$88.2 million	\$52 million	64 52 37	Leasing and financing solutions designed to conserve capital and offer affordable access to equipment and services	Tom Slevin co-founder/CEO (714) 646-1600/(714) 646-1601	
3	Salas O'Brien 8825 Research Drive Irvine 92618-4236 Website: salasobrien.com		86%	\$633.2 million	\$486.8 million	\$340.4 million	71 66 55	Engineering and technical services firm	Darin Anderson chairman/CEO (949) 517-4900	

Fastest-Growing Private Companies Report 36% Sales Increase

Alliant Expands 48% to \$4.5B;
Flight School Lender Soars 2,312%

By EMILY SANTIAGO-MOLINA

ORANGE COUNTY — On this year's list of the fastest-growing private companies headquartered in Orange County, the 45 small, mid-size and large businesses reported growing 36% to \$13.3 billion during the two-year period ended June 30.

As would be expected, the 16 small companies grew the fastest, 98% to \$85 million, while the 21 midsize companies, with revenue between \$10 million and \$99.9 million, increased 72% to \$776 million.

The eight companies, with revenue topping \$100 million, while growing at a slower pace of 34%, had the bulk of the sales, \$12.4 billion. The two biggest providers of that revenue were Irvine-based **Alliant Insurance Services Inc.**, which climbed 48.2% to \$4.5 billion, and Santa Ana's **Foundation Building Materials Inc.**, which grew 16.6% to \$4.9 billion.

Alliant, the largest insurance broker in Orange County and one of the largest worldwide, broke its own goal from last year to surpass \$4 billion.

"Alliant has achieved exponential growth on the strength of retaining and recruiting top talent, focusing on organic growth, and making strategic acquisitions — then providing the high-quality products and resources required to lead in the marketplace," Chief Executive **Greg**



Irvine HQ of Alliant Insurance Services, which reported two-year revenue growth of 48%

Zimmer, who succeeded **Tom Corbett** at the beginning of 2024, told the Business Journal.

Alliant's past few years of acquisitions have helped drive the broker's operations. In October 2023, the firm acquired three different insurance agencies in Oklahoma.

"In acquisitions, Alliant is extremely selective and diligent in evaluating the firms we're looking to work with — it's a very purposeful approach to acquiring," Zimmer said.

This year's growth rate is slightly down from 54% reported on last year's list.

The cutoff was 15% growth, keeping previously prominent growers like **KPRS Con-**

struction Services Inc. and **SA Recycling** off the list.

A Loan to Fly

The local firm that represented the greatest two-year revenue growth was **Stratus Financial LLC** in Newport Beach. Ranked in the small companies category, the lending agency for pilots-in-training flew to \$9.8 million in revenue for the 12-month period ended June. In 2022, the company recorded around \$406,000.

"Recognizing the financial barriers that many students face, we provide tailored funding options that allow individuals to pursue flight training without being held back by the high cost of education," co-founder and Chief Operating Officer **Brandon Martini** said.

"In the past year, we have made significant strides in expanding our network of school partnerships, allowing us to reach even more aspiring pilots," he added.

Stratus has 263 flight school partnerships as of August, compared to the almost 150 schools the firm counted a year ago.

The lender also gained new financing last month from **Monachil Capital Partners** of up to \$50 million which will go to originating new loans.

Inland Building Growth

In the midsize category, Orange-based

homebuilder **RC Hobbs** reported 12-month revenue of \$66.5 million ended June, showing a 639.3% increase from 2022 figures.

CEO **Roger Hobbs** attributed the two-year growth to his team's focus on the Inland Empire market for homebuilding, specifically with first-time homebuyers.

"The Inland Empire provides many more land opportunities [being] vacant and underdeveloped. Cities are wanting more homes and are pro-development," Hobbs said.

Anaheim-based general contractor **Americo Builders LLC**, and list newcomer, pointed to the importance of choosing the clients they best align with to better spur growth.

"If they're just looking for the lowest bidder, they don't want to partner with us to build the project together," President **Chris Kent** said. "We like to work from the same side of the table. If we don't see that, we typically won't move forward," he added (see story, page 16).

Americo recorded an 180.8% increase in 2024 revenue compared to 2022, reporting \$69.4 million for the 12-months ended June 30.

In the large company category, **CBC Bancorp** reported 12-month revenue reaching \$142.5 million as of June, rising 119.8% over the last two years.

"Most of the big banks are focused on larger companies," Chairman and CEO **Ash Patel** said. "Our minority-owned status instead creates a tight focus on the [small] businesses in our community."

The bank has also doubled its headcount since 2022 with 201 employees as of June. CBC is expecting even more growth upon the upcoming merger with Oakland-based **Bay Community Bancorp.** ■

FASTEST-GROWING PRIVATE COMPANIES

LEARN HOW TO IDENTIFY THE FASTEST-GROWING COMPANIES IN YOUR MARKET

AMERICO BUILDERS GROWS REVENUE 180% YEAR-TO-DATE

PLANTIX DIGITAL SOFTWARE GROWS REVENUE 100%

SMALL, MIDDLE AND LARGE BUSINESSES REPORT 36% GROWTH YEAR-TO-DATE

ELSEWHERE

FASTEST-GROWING COMPANIES IN THE MIDDLE MARKET

THE LISTS

LARGE COMPANIES

MIDSIZE COMPANIES

SMALL COMPANIES