

**T H E L I S T**

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**BAY AREA'S FASTEST-GROWING PRIVATE COMPANIES (1-25)**

RANKED BY PERCENT GROWTH IN NET REVENUE FROM FISCAL YEARS 2014 TO 2016

Rank	Business name/Prior rank Website	Address Phone/Email	Percent growth 2014-2016	2014 revenue	2015 revenue	2016 revenue	2014 staff	2015 staff	2016 staff	Year founded	Business description	Top local executive(s)
1	<b>Gainsight</b> ⊕ gainsight.com	1400 Bridge Pkwy. #101 Redwood City, CA 94065 888-623-8562	1,484.8%	\$585,000	\$2.7 million	\$9.27 million	148	255	304	2009	Customer success software that helps businesses manage retention, identify upsell opportunities	Nick Mehta, CEO
2	<b>Skillz Inc.</b> ⊕ skillz.com	1061 Market St. 6th Fl. San Francisco, CA 94103 NR	1,236.4%	\$4.06 million	\$20.61 million	\$54.24 million	34	44	58	2012	Mobile esports platform that connects gamers through competition	Andrew Paradise, CEO
3	<b>GameChangersSF</b> ⊕ gamechangersf.com	2225 E. Bayshore Rd. #100 Palo Alto, CA 94303 415-534-5282	1,037.5%	\$806,993	\$1.78 million	\$9.18 million	2	3	6	2012	Mobile marketing services for games and apps	Anya Shapina, CEO Phil Shpilberg, President
4	<b>SmartBiz</b> ⊕ smartbizloans.com	417 Montgomery St. #600 San Francisco, CA 94104 866-283-8726	949.8%	\$1.41 million	\$5.67 million	\$14.8 million	17	50	70	2009	Technology-based SBA lending platform that provides small businesses access to low-cost loans	Evan Singer, President/CEO
5	<b>GridGain Systems Inc.</b> ⊕ gridgain.com	1065 E. Hillsdale Blvd. #220 Foster City, CA 94404 650-241-2281	919.2%	\$395,700	\$1.41 million	\$4.03 million	28	37	70	2007	In-memory computing platform that improves processing speeds and scalability of data-intensive applications	Abe Kleinfeld, President/CEO
6	<b>CirrusOne</b> ⊕ cirrus.one	535 Mission St. 14th Fl. San Francisco, CA 94105 650-843-9371	886.5%	\$430,386	\$1.25 million	\$4.25 million	4	14	30	2012	Consulting services to help businesses implement sales quotes, orders, billing, customer management for cloud software	Erich Rusch, Chief strategy officer
7	<b>Samba TV</b> ⊕ samba.tv	123 Townsend St. San Francisco, CA 94107 info@samba.tv	853.9%	\$5.29 million	\$35.62 million	\$50.47 million	23	75	165	2008	Data and analytics company that measures television viewership across broadcast, cable TV, over-the-top and digital media	Ashwin Navin, CEO
8	<b>Fluent Edgeworks LLC</b> ⊕ fluent.net	1 Market St. Spear Tower, #3600 San Francisco, CA 94105 415-293-8050	705.3%	\$2.01 million	\$7.77 million	\$16.17 million	6	8	9	2010	Design, sourcing and program management of cloud infrastructure for enterprise clients	James Boone, President/CEO
9	<b>The ExecRanks</b> ⊕ execrank.com	Hangar 7, Hamilton Landing #100 Novato, CA 94949 844-490-6680	654.5%	\$1.51 million	\$3.4 million	\$11.41 million	27	55	122	2012	Member-based executive search firm that provides a technology platform connecting companies with top executive candidates	Jonathan Aspatore, Chairman/CEO
10	<b>REBBL</b> ⊕ rebb.co	5900 Hollis St. #L Emeryville, CA 94608 855-732-2500	642.9%	\$716,854	\$2.29 million	\$5.33 million	3	4	7	2012	Produces coconut milk-based super herb beverages	Sheryl O'Loughlin, CEO
11	<b>Fort Point Beer Co.</b> ⊕ fortpointbeer.com	644 Old Mason St. San Francisco, CA 94129 415-906-4021	627.8%	\$694,902	\$1.8 million	\$5.06 million	10	30	60	2014	Brewery and craft beer maker	Justin Catalana, CEO
12	<b>Jetlore</b> ⊕ jetlore.com	1528 S. El Camino Real #101 San Mateo, CA 94402 650-485-1822	519.5%	\$352,525	\$831,845	\$2.18 million	12	18	30	2011	AI-driven prediction platform for retailers that turns consumer behavior into actionable data about customers	Eldar Sadikov, CEO
13	<b>NuevaCare</b> ⊕ nuevacare.com	1900 S. Norfolk St. #350 San Mateo, CA 94403 650-769-4227	498.5%	\$375,832	\$1.31 million	\$2.25 million	15	30	80	2012	Technology-based home care company that delivers in-home care for seniors or people recovering from surgery or illness	Kamran Nasser, Managing director
14	<b>Prime Meridian Capital Management</b> ⊕ pmifunds.com	2121 N. California Blvd. #830 Walnut Creek, CA 94596 925-587-5075	480.7%	\$421,462	\$892,883	\$2.45 million	6	8	10	2012	SEC-registered investment management firm specializing in managing funds in online P2P/marketplace lending	Don Davis, Portfolio manager/Managing partner
15	<b>Farmgirl Flowers</b> ⊕ farmgirlflowers.com	901 16th St. San Francisco, CA 94107 855-202-3817	431.3%	\$1.91 million	\$4.45 million	\$10.13 million	21	41	67	2010	Ecommerce flower company	Christina Stembel, CEO
16	<b>MightyHive</b> ⊕ mightyhive.com	394 Pacific Ave. 5th Fl. San Francisco, CA 94111 888-727-9742	415.4%	\$13 million	\$32 million	\$67 million	12	40	70	2012	Programmatic solutions partner that collaborates with agencies and marketers on data-driven advertising	Peter Kim, CEO
17	<b>InfoScout</b> <sup>1</sup> ① infoscout.co	322 Ritch St. San Francisco, CA 94107 contactus@infoscoutinc.com	399.5%	\$2.58 million	\$6.6 million	\$12.89 million	26	61	90	2011	Provides consumer insights to brands and retailers	Jared Schriber, CEO
18	<b>RedAwning.com</b> ⊕ redawning.com	1250 45th St. #315 Emeryville, CA 94608 510-404-8220	381.7%	\$798,000	\$1.63 million	\$3.84 million	11	20	41	2010	Global network of vacation rental properties offering a hotel-style booking experience with 24/7 reservation support	Tim Choate, CEO Lance Nelson, CTO
19	<b>Boba Guys</b> ⊕ bobaguys.com	P.O. Box 478 San Francisco, CA 94104 NR	373.3%	\$621,636	\$1.53 million	\$2.94 million	12	40	110	2011	Boba milk tea shops with locations in San Francisco and New York	Andrew Chau Bin Chen, Co-founders
20	<b>Center for Social Dynamics</b> ⑤ csd.me	1025 Atlantic Ave. #101 Alameda, CA 94501 510-268-8120	343.2%	\$2.37 million	\$5.68 million	\$10.5 million	63	139	273	2012	Provides services for children and families affected by autism or other disabilities	Pete Pallares, CEO
21	<b>eMotorWerks Inc.</b> ⊕ emotorwerks.com	846 Bransten Rd. San Carlos, CA 94070 844-584-2329	326.3%	\$922,447	\$1.89 million	\$3.93 million	11	25	40	2010	Produces electric vehicle charging technologies and smart grid-enabling communication technologies	Val Miftakhov, CEO
22	<b>Email Aptitude</b> ⊕ emailaptitude.com	101 Lucas Valley Rd. #202 San Rafael, CA 94903 service@emailaptitude.com	323.8%	\$938,526	\$1.86 million	\$3.98 million	10	15	39	2010	Email marketing firm providing strategy and management for brands and startups	Forest Bronzan, CEO
23	<b>Impressions Holdings LLC</b> ⊕ impressionsholdings.com	50 Francisco St. #118 San Francisco, CA 94133 info@impressionsholdings.com	289.4%	\$537,898	\$1.09 million	\$2.09 million	3	3	3	2013	Diversified company that owns businesses in industries including media creation and software development	Zachary Chen, CEO
24	<b>Clinical Management Consultants</b> ② clinicalmanagementconsultants.com	435 Pacific Ave. 5th Fl. San Francisco, CA 94133 415-773-1100	263.2%	\$1.8 million	\$3.76 million	\$6.52 million	14	18	31	2010	Health care recruitment firm providing permanent placement and interim leadership	Marshall Biro, CEO
25	<b>LakePharma Inc.</b> ⑩ lakepharma.com	520 Harbor Blvd. Belmont, CA 94002 650-288-4891	252.7%	\$5.42 million	\$11 million	\$19.1 million	36	44	110	2009	Biologics company specializing in antibody engineering, antibody discovery, molecular engineering	Hua Tu, CEO

<sup>1</sup> Market Track LLC acquired InfoScout in June 2017.

**ABOUT THE LIST**

This List includes privately held companies headquartered in the Bay Area, which is defined as Alameda, Contra Costa, Marin, San Francisco and San Mateo counties, and the city of Palo Alto. Companies considered for the List must meet the following criteria:  
1) Headquartered in the Bay Area; 2) Net revenue of greater than \$200,000 in fiscal year 2014; 3) Independent, privately held corporation, proprietorship or partnership (not a subsidiary or division) through fiscal year 2016. Moss Adams LLP was provided financial documentation by each of the companies in order to verify revenue figures. Net revenue = revenue less deductions for returns and allowances or credit, when applicable. \* - did not rank. NR - not reported. For information on obtaining commemorative plaques, reprints or web permissions, contact Lacey Patterson at 415-288-4961, or at lpatterson@bizjournals.com.