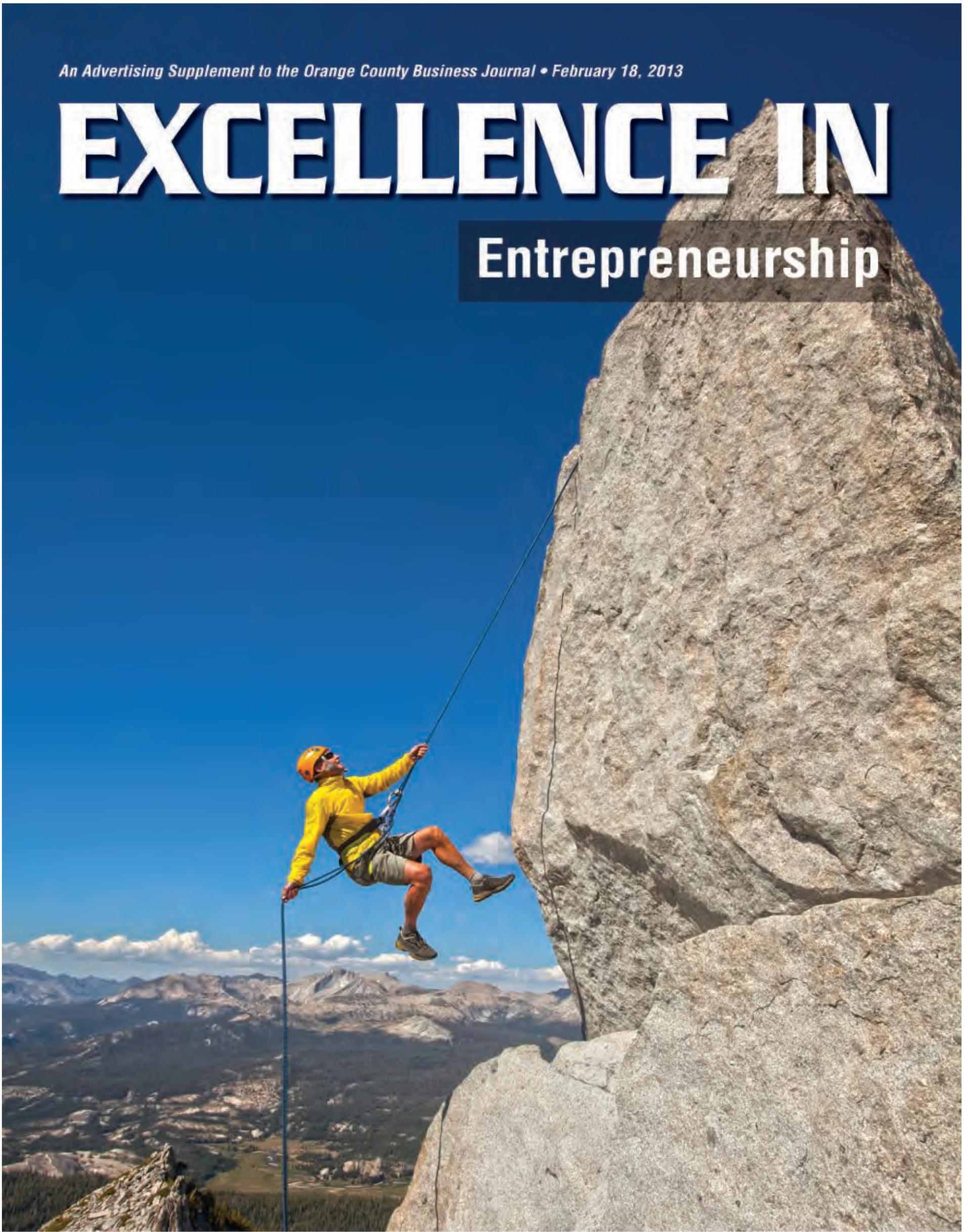


An Advertising Supplement to the Orange County Business Journal • February 18, 2013

# EXCELLENCE IN Entrepreneurship



*Diamond Sponsor*



*Platinum Sponsors*



*Bronze Sponsor*

Opus Bank

## 2013 NOMINEES

LifeWave, and many others. GLS is now operated by more than 40 employees and over 2,000 contractors, and has offices in southern California, Budapest, Warsaw, and Buenos Aires. Inna and Olga's drive to succeed and entrepreneurial spirit has paid off for GLS with year-after-year profits.

**Goldranking Website Marketing Agency, Newport Beach**  
*Nikki HM Jackson, President*

Goldranking Search Engine Optimization and Ranking Services was created after Nikki HM Jackson took a web business class at Saddleback College taught by Fred Lenny. It was during this class that she learned about search engine scooters, spiders and crawlers. Nikki then decided that she wanted to learn all she could about meeting all the search engine positioning variables so that she could effectively serve and educate companies to get their company websites into the top placements. In 2010, Goldranking transitioned from search engine optimization to a pay-per-click online advertising management company. Nikki invented and registered, with the U.S. Patent and Trademark office, a software technology system that consistently reduced the cost of a click by up to 60 percent, so that Goldranking could help businesses of all sizes get more for their budget. Recently, the agency expanded into the global market with its product distribution licensing model moving into markets in Argentina, Brazil and Spain.


**Green Box Electronic Recyclers, Santa Ana**  
*Matt Miller, Founder/CEO*

Matt Miller is no stranger to founding start-ups. With his partner, Jaime Gonzalez, they worked on several new ventures including a gold and silver buying service. During a mundane commute, Matt Miller's eyes lingered on a donation bin for shoes and clothes. During a time when the gold business showed signs of slowing down, he asked himself, "How can we stay profitable for the long run in the precious metals market?" The idea for Green Box was born. To accomplish Matt's vision, 24/7 deposit bins were created for the public to safely recycle electronics. Within one week of developing the concept, the team presented their business plan to several investors and had several offers. A week later, they signed a lease for a de-manufacturing plant and secured important partnerships with companies like Salvation Army, Anaheim General Hospital and 1-800-GOT-JUNK to recycle outdated electronics that could not be used or sold.


**Idea Hall, Costa Mesa**  
*Rebecca Hall, CEO/President*

It isn't easy to craft a new model in marketing business services, but entrepreneur Rebecca Hall managed to find the right mix within her firm Idea Hall. Sensing a convergence in marketing disciplines in 2003 because of the digital revolution, Rebecca set out to establish a fully integrated marketing agency that would combine creative design, interactive web services and public relations under one roof. And in doing so, her firm is now one of the most in-demand shops in Orange County, delivering exceptional results for clients and setting an industry standard for integrated marketing services. Idea Hall is celebrating its 10-year anniversary this year, and over this time has put together a prestigious client list including: The Irvine Company, Sabal Financial Group, Buchanan Street Partners and many more. Rebecca is forecasting exceptional growth for 2013, and will be moving into a larger office space in the spring to accommodate an expanding team and a growing client roster.


**Incipio Technologies, Irvine**  
*Andy Fathollahi, President*

Andy Fathollahi is relentless in his pursuit to produce the highest quality mobile accessories with the most creative, forward-thinking designs that are functional and affordable to consumers. His commitment to success is exemplified by his continuous product innovation and involvement with company employees, vendors and customers. While such frequent connectedness may be draining to some company owners, Andy thrives in this hands-on work environment, resulting in monumental growth and expansion for the 13-year-old company. Incipio has evolved into an internationally recognized, groundbreaking consumer electronic accessory brand that designs and manufactures everything from mobile device accessories and power solutions to audio and mobile applications. Incipio has been leading the way for more than 13 years by providing innovative consumer electronic accessories. This award-winning product offering has earned the company numerous "Best of Show" awards at this year's 2013 International CES, including iLounge's Overall Best of Show Award and Design Innovation Award, among others.


**Infinite Storage Solutions, San Clemente**  
*John Clark, President*

Infinite Storage Solutions Inc. has continued to innovate and grow sales by using ground-breaking marketing to reach customers throughout the country. Their modular product line includes aluminum hardware and shelves along with wood cabinets, shelves and desks. The company earned a spot on the Orange County Business Journal's "Top 100 Fastest Growing Companies" in 2012 and finished the year with over a sales increase of over 20 percent in 2011. John and his staff target design professionals, architects, retail store operators and home owners, and offer a free custom design service with fast shipping direct to the customer. Potential customers then see their proposed designs in 3D rendering via a screen share meeting to make updates and confirm details. This selling process adds value to the product and leads to repeat customers and referrals.


**Information Management Resources Inc., Aliso Viejo**  
*Martha Daniel, President/CEO*

Information Management Resources Inc. (IMRI) was established in 1992 and over the last three years has increased its staff by nearly 60 percent. IMRI has achieved exceptional year-over-year growth in spite of a down economy. IMRI expanded its federal business and grew its revenues more than 46 percent during the last calendar year. Recently, the company was also ranked as one of the fastest growing private companies in America by Inc. magazine. In addition to her professional duties at IMRI, Martha Daniel is the president of the Elite Service Disabled Veteran Owned Business (SDVOB) Orange County.


**INK, Irvine**  
*Todd Henderson, President*  
*Megan Lavender, COO*

Prior to co-founding the advertising agency, INK, Todd Henderson established himself in the creative agency industry working as an art director and lead character animator at Dreamworks. With extensive experience under his belt, he and co-founder Megan Lavender established INK. Before her tenure at INK, Megan Lavender held various positions in the agency industry working as a copywriter, account director, vice president of sales and marketing, and the director of client services and sales. In 2012 alone, INK was honored with numerous creative awards from regional and national competitions such as the Hermes Creative Awards, ADDY Awards, MarCom Awards and Davey Awards among others. The Orange County Business Journal's 2012 "Fastest Growing Private Companies List" ranks INK at #25, demonstrating INK's enormous growth and profitability under Todd and Megan's leadership.


**Institutional Wealth Consultants, Santa Ana**  
*Mark Delp, President*

When Mark Delp's son was first diagnosed with autism, he and his wife struggled to arrange time during work assignments to find a pre-school/day care that would take him, find doctors who could help him and a therapy program that they could afford. To add to the family's stress, Mark was laid off from his employer and his wife was laid off a week after. As Mark began looking for a new job, many employers turned him away when he explained he needed a flexible work schedule because of my son's various therapy sessions. Taking this experience to heart, Mark has structured Institutional Wealth Consultants to allow his employees to put "family first." Mark's people-first attitude has paid off as shown in the company's success with sales increasing an average of over 24 percent per year during each of the past three years, low employee turnover and recognition as one of the fastest growing private companies by the Orange County Business Journal.


**JetSuite, Irvine**  
*Keith Rabin, President*

JetSuite's business plan was conceived by Keith Rabin and JetSuite's CEO Alex Wilcox in 2007. A private equity firm, Proctor NBF Capital (Proctor) tasked the duo with writing a plan to deploy a fleet of Embraer Phenom 100 and Adam A700 light jets. Keith joined the fledgling enterprise full time in January 2008 and on his first full day, Adam Aircraft informed him that it was going to file for bankruptcy and roughly \$2 million of JetSuite's deposits would be lost. That started the long battle to bring JetSuite's business plan to fruition which resulted in Keith raising \$40 million in equity and \$50 million in aircraft financing to launch and grow JetSuite. Today, JetSuite projects it will double revenues in 2013 with the addition of five to 10 Cessna Citation CJ3s and several more Embraer Phenom 100s. The company has grown from two to 130 employees during Keith's tenure and was recently ranked #10 in the travel/hospitality sector of Inc. magazine's Hire Power Awards.


**Kanani Advisory Group, Irvine**  
*David Kanani, Founder/President*

Kanani Advisory Group (KAG) was started in 1998 by founder, David Kanani, who, at the time, resided in Kentucky. In 2006, David decided to move his firm and family to Orange County. This move proved to be a huge challenge. Not only did David have to rebuild his clientele from scratch, there were also many cultural differences between the Midwest and California, which made the transition more difficult. However, David's kindness, compassion and willingness to take the time to put difficult financial concepts into understandable terms won many clients over. KAG focuses on protecting clients who are in or approaching retirement so that they do not lose their life savings in the stock market. Today, KAG is a thriving financial planning firm that has helped countless people reach their financial goals.


**KLR Communications Inc., Newport Beach**  
*Kelly Reeves, President/CEO*

With over 15 years of marketing and media relations experience, Kelly Reeves has multi-industry knowledge that ranges from fashion, lifestyle and entertainment to technology and automotive. Kelly has worked with well-known companies and personalities including the Tony Hawk Foundation, Barrett-Jackson, Targus, Kingston, Howard

