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BUSINESS TIMES

EAST BAY
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LISTS
2020

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FROM THE PUBLISHER AND EDITOR

ABOUT THE EAST BAY BOOK OF LISTS

Welcome to the East Bay Book of Lists, an informative resource that complements our annual Bay Area Book of Lists, published each December.

In addition to the East Bay business lists published in the Business Times in 2019, we have included a business resource directory and an economic overview of the East Bay. This content was provided to us courtesy of the East Bay Economic Development Alliance. Many thanks to the East Bay EDA executive director, Stephen Baiter, for agreeing to provide that information – which is only a small portion of the valuable information available through that organization’s website (www.eastbayeda.org) and publications.

The book is filled with important data and contact information on local companies and leaders that will help you do business in the East Bay. The Lists published here were current as of the original date of publication in the Business Times.

On the cover:
Aerial photo of the Port of Oakland by Todd Johnson



The Lists in the Book were produced by the San Francisco Business Times research team, including Julia Cooper and Ahalya Srikant. They work all year developing the Lists published each week by the Business Times.

Many thanks to our partnering sponsors: Canopy Health, Bishop Ranch, Heritage Bank of Commerce and the Northern California Carpenters Regional Council.

We hope you find the East Bay Book of Lists to be a useful resource. If you are not yet a subscriber to the Business Times, you can subscribe – and

reserve both this publication and the Bay Area Book of Lists covering the wider Bay Area – by visiting www.sanfranciscobusinesstimes.com.

As a subscriber to the Business Times, every week you will receive an edition packed with timely Bay Area business news, profiles and market data that will help you succeed and grow your business. And you will have access to all of the Business Times’ premium content online offerings that are reserved exclusively for subscribers.

For daily news on Bay Area businesses, be sure to subscribe to our free daily email news alerts: the Morning Edition and the Afternoon Edition.

To sign up for our daily email news alerts, visit sanfranciscobusinesstimes.com/newsletters.

As always, let us know how we can better cover your business and the East Bay community. Email us anytime with your feedback, mhuss@bizjournals.com and dfruehling@bizjournals.com.

Best wishes for success in the coming year.

Mary Huss, Market President and Publisher
Douglas Fruehling, Editor-in-Chief

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— Cyndi Lauper, Noted Financial Philosopher

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FROM THE EAST BAY EDA

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TODD JOHNSON

THE FUTURE IS NOW

Our region forges ahead in the face of new challenges

BY STEPHEN BAITER

The East Bay Economic Development Alliance (East Bay EDA) recently held an informative discussion on the current and future state of the region's manufacturing sector featuring four local CEOs from the industry. The good news: manufacturing remains a vital source of innovation and economic competitiveness in the East Bay with significant contributions to research and development, exports and productivity growth. This outlook was highlighted in a special report we released on Manufacturing Day, which outlined how the East Bay remains well-positioned to continue to be one of the nation's leading manufacturing regions, particularly as R&D functions increasingly converge with goods production. Notwithstanding this upbeat assessment, it is also important to not take these conditions for granted. Business, education, government, and other organizations must work together even more closely to ensure that the assets and conditions that helped to create a diverse and successful manufacturing sector continue to receive the investments they need to sustain our region's competitive advantage.

Building upon the value of our assets is at the core of the work East Bay EDA does to support regional economic development. East Bay EDA supports strategic economic development throughout Alameda and Contra Costa counties. We are directed by leaders from diverse networks and organizations that include business, government, nonprofits, research institutions, and other entities who come together to strengthen the economy, develop the workforce and enhance the quality of life in the East Bay. To make the best use of our assets and resources we have

been partnering with the San Francisco Business Times to publish the East Bay Book of Lists. This resource highlights companies and people in key industry sectors that are creating quality jobs and provides an extensive listing of resources that help promote and sustain our region's economic success.

These local resources have now become more important than ever

'Building upon the value of our assets is at the core of the work East Bay EDA does to support regional economic development.'

because in the midst of unrivaled economic growth with an abundance of new companies creating high-paying jobs, the relative value of our region as a place to live, work, and do business is increasingly being called into question. Top-line economic data like household income conceal some significant and daunting challenges. Companies struggle to find and retain qualified talent. The region's housing shortage has made it extremely difficult for many people to afford the Bay Area's rapidly escalating cost of living. Many who want to share in our region's prosperity are forced to move much further inland, becoming part of a growing population of super-commuters who gird themselves daily to confront worsening

traffic congestion. Meanwhile, our communities face a crisis with growing homeless populations, presenting unprecedented challenges that require us to tackle humanitarian needs while also finding longer-term solutions to create more affordable housing.

Our region is home to an abundant number of leading-edge companies, with breakthrough research and technologies in artificial intelligence (AI), biotechnology, driverless vehicles, synthetic materials, clean technology, quantum computing and more. If our region can be the epicenter of the development of these disruptive innovations, what is preventing us from applying this same creative energy to solving our regional economic challenges? It is precisely because we are looking at such contrasting economic pictures that we say the future is now. It is imperative that we work hard to preserve and protect the advantages and assets that helped to make our region an unrivaled place to live, work, and do business. The future vitality of our region and its people hangs in the balance.

Stephen Baiter is the Executive Director for East Bay Economic Development Alliance (East Bay EDA). For more information about our work, visit us at www.eastbayeda.org.

ABOUT THE EAST BAY ECONOMIC DEVELOPMENT ALLIANCE

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The East Bay Economic Development Alliance (East Bay EDA) is a cross-sector membership organization serving Alameda and Contra Costa Counties, with 28+ years of leadership and collaborative history. Our mission is to be the regional voice and networking resource for strengthening the economy, building the workforce and enhancing the quality of life in the East Bay.

EAST BAY

BUSINESS RESOURCE AND

ECONOMIC DEVELOPMENT

DIRECTORY

ACCESS TO CAPITAL

Non-profit, government or investment organizations providing business financing opportunities or assistance for East Bay businesses.

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BUSINESS ASSISTANCE

Business resources that provide East Bay businesses with information, assistance and programs to help them grow and be successful.

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BUSINESS INCENTIVES

Programs established by the local, state and federal government to encourage business investment and growth in the East Bay.

Alameda County - AC HIRE Wage Subsidy
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Alameda County - Disabled Access Credit
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Alameda County - On-the-Job-Training (OJT)
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Alameda County - Small, Local, & Emerging Business Program (SLEB)
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tina.so@acgov.org
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Alameda County Workforce Development Board - Customized Training
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https://www.ci.richmond.ca.us/2770/Tax-Credits-and-Hiring-Incentives

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Martinez, CA 94553
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ldris@cao.cccounty.us
https://www.contracosta.ca.gov/4517/Small-Business-Enterprise-Programs

Manex (Corporation for Manufacturing Excellence)
Gene Russell, CEO & President
2010 Crow Canyon Place, Suite 320
San Ramon, CA 94583
(925) 807-5111
grussell@manexconsulting.com
www.manexconsulting.com

State of California - California Department of Tax and Fee Administration (CDTFA)
Nicolas Maduros, Director, CDTFA
P.O. Box 942879
Sacramento, CA 94279
(800) 400-7115
see website for email form
https://www.cdtfa.ca.gov/industry/manufacturing-exemptions.htm

State of California - Employment Development Dept - Work Opportunity Tax Credit (WOTC)
(866) 593-0173
wotcsupport@edd.ca.gov
https://www.edd.ca.gov/jobs_and_training/WOTC_Employer_Guide.htm

State of California - Employment Training Panel (ETP)
Renee Pierce, Economic Development Specialist
1100 J Street, Suite 400
Sacramento, CA 95814
(916) 327-5239
renee.pierce@etp.ca.gov
https://etp.ca.gov

State of California - Franchise Tax Board - New Employment Credit
(916) 845-3464
GEDl@ftb.ca.gov
www.ftb.ca.gov/file/business/credits/new-employment-credit/index.html

State of California - Governor's Office of Business & Economic Development (GO-Biz)
E. Kaina Pereira, Deputy Director
CalBIS & Office of Permits Assistance
1325 J Street, 18th Floor,
Sacramento, CA 95814
(916) 322-0692
Kaina.Pereira@gobiz.ca.gov

StopWaste Grants Program
Meri Soll, Senior Program Manager
1537 Webster Street
Oakland, CA 94612
(510) 891-6500
msoll@stopwaste.org
www.stopwaste.org/home/index.asp?page=96

Workforce Development Board of Contra Costa County - On-the-Job Training (OJT) Subsidies and Tax Credits
Patience Ofodu, Business Services Manager
4071 Port Chicago Highway, Suite 250
Concord, CA 94520
(925) 602-6800
pofodu@ehsd.cccounty.us
www.wdbccc.com

CHAMBERS OF COMMERCE AND VISITOR BUREAUS

Organizations dedicated to attract visitors and promote interests of local and regional businesses.

Alameda Chamber of Commerce
Madlen Saddik, Executive Director
2215-A South Shore Center
Alameda, CA 94501
(510) 522-0414
Madlen@alamedachamber.com
www.alamedachamber.com

Albany Chamber of Commerce
Shaun Charles, President
P.O. Box 6434
Albany, CA 94706
(510) 525-1771
chamber@albanycachamber.com
www.everythingalbany.com

Antioch Chamber of Commerce
Richard Pagano, Chief Executive Officer
101 H Street, Unit 4
Antioch, CA 94509
(925) 757-1800
ceo@antiochchamber.com
www.antiochchamber.com

Bay Front Chamber of Commerce
Sylvia Villa-Serrano, Executive Director
P.O. Box 5238
Hercules, CA 94547
(510) 741-7945
sylvia@bayfrontchamber.com
www.bayfrontchamber.com

Berkeley Chamber of Commerce
Kirsten MacDonald, Chief Executive Officer
1834 University Avenue
Berkeley, CA 94703
(510) 549-7000
kirsten@berkeleychamber.com
www.berkeleychamber.com

Bethel Island Chamber of Commerce
Andy Rowland, Board President
6163 Bethel Island Road
Bethel Island, CA 94511
(925) 684-3220
bethelislandchamber@gmail.com
www.bethelisland-chamber.com

Brentwood Chamber of Commerce
Tricia Piquero, Board Co-President
35 Oak Street
Brentwood, CA 94513
(925) 634-3344
admin@brentwoodchamber.com
www.brentwoodchamber.com

CalAsian Chamber of Commerce
Pat Fong Kushida, President & CEO
2331 Alhambra Boulevard, Suite 100
Sacramento, CA 95817
(916) 446-7883
patfongkushida@calasiancc.org
www.calasiancc.org

CalChamber (California Chamber of Commerce)
Allan Zaremborg, President & CEO
1215 K Street, Suite 1400
Sacramento, CA 95814
(916) 444-6670
debi.hobson@calchamber.com
www.calchamber.com

Castro Valley/Eden Area Chamber of Commerce
Ashley Strasburg, Executive Director
3160 Castro Valley Boulevard, Suite 224
Castro Valley, CA 94546
(510) 537-5300
ashley@castrovalleychamber.com
www.edenareachamber.com

Concord Chamber of Commerce
Melissa Rea, President & CEO
2280 Diamond Boulevard, Suite 200
Concord, CA 94520
(925) 685-1181
mrea@concordchamber.com
www.concordchamber.com

Crockett Chamber of Commerce
Jane Costa, Director
1214 A Pomona Street
Crockett, CA 94525
(510) 787-1155
crockettchamber@aol.com
www.crockettcalifornia.com

Danville Area Chamber of Commerce
Zae Perrin, President & CEO
117-E Town and Country Drive
Danville, CA 94526
(925) 837-4400 x1803
ceo@danvilleareachamber.com
www.danvilleareachamber.com

Discovery Bay Chamber of Commerce
Stephanie Beadle, Interim Board President
1555 Riverlake Road, Suite J
Discovery Bay, CA 94505
(925) 240-4144
chamber@discoverybaychamber.org
www.discoverybaychamber.org

Dublin Chamber of Commerce
Inge Houston, President & CEO
7080 Donlon Way, Suite 110
Dublin, CA 94568
(925) 828-6200
inge@dublinchamberofcommerce.org
www.dublinchamberofcommerce.org

El Cerrito Chamber of Commerce
Lisa Martinengo, Chamber Manager
10895 San Pablo Avenue
El Cerrito, CA 94530
(510) 705-1202
info@elcerritochamber.org
www.elcerritochamber.org

El Sobrante Chamber of Commerce
Scott Tuffnell, President
3769 San Pablo Dam Road
El Sobrante, CA 94803
(510) 223-0757
scotttuffnell@windermere.com
elsobranchamber.com

Fremont Chamber of Commerce
Cindy Bonior, President & CEO
39488 Stevenson Place, Suite 100
Fremont, CA 94539
(510) 795-2244 x106
cbonior@fremontbusiness.com
www.fremontbusiness.com

French-American Chamber of Commerce (FACCSF)
Laurence Fabre, Executive Director
26 O'Farrell Street, Suite 500
San Francisco, CA 94108
(415) 442-4717
laurence.fabre@faccsf.com
www.faccsf.com

German American Chamber of Commerce (GACC West)
Kristian Wolf, CEO & President
101 Montgomery Street, Suite 2050
San Francisco, CA 94104
(415) 248-1241
kwolf@gaccwest.com
www.gaccwest.com

Greater San Jose Hispanic Chamber of Commerce
Carlos Figueroa, Executive Director
888 N 1st Street, Suite 203
San Jose, CA 95112
(415) 886-1145
cafigueroa@hotmail.com

Hayward Chamber of Commerce
Kim Huggett, President & CEO
22561 Main Street
Hayward, CA 94541
(510) 537-2424
kimh@hayward.org
www.hayward.org

Hispanic Chamber of Commerce of Contra Costa County & Alameda County
Evodio Walle, President
2001 Salvio Street, Suite 28
Concord, CA 94520
(415) 572-3568
vo@h5c.org
www.h5c.org

Hispanic Chamber of Commerce Silicon Valley
Dennis King, Executive Director
1887 Monterey Road, Suite 2105
San Jose, CA 95112
(408) 248-4800
dennisk@hccsv.org
www.hccsv.org

Indo-American Chamber of Commerce of Northern California
Manjul Batra, Executive Director
100 Berkeley Square, 2nd Floor
Berkeley, CA 94704
(510) 841-1513
manjulm@aol.com
www.indoamericanchamber.org

Lafayette Chamber of Commerce
Jay Lifson, Executive Director
251 Lafayette Circle, Suite 150
Lafayette, CA 94549
(925) 284-7404 x111
jay@lafayetttechamber.org
www.lafayetttechamber.org

Livermore Valley Chamber of Commerce
Dawn Argula, CEO & President
2157 First Street
Livermore, CA 94550
(925) 447-1606 x202
dargula@livermorechamber.org
www.livermorechamber.org

Martinez Chamber of Commerce
Julie Johnston, President & CEO
603 Marina Vista Avenue
Martinez, CA 94553
(925) 228-2345
julie@MartinezChamber.com
www.martinezchamber.com

Moraga Chamber of Commerce
Kathe Nelson, Executive Director
1480 Moraga Road, Suite C 254
Moraga, CA 94556
(925) 323-6524
kathe@moragachamber.org
www.moragachamber.org

Newark Chamber of Commerce
Valerie K. Boyle, President & CEO
35501 Cedar Boulevard
Newark, CA 94560
(510) 578-4500
valerie@newark-chamber.com
www.newark-chamber.com

EAST BAY BUSINESS RESOURCE DIRECTORY

SPONSOR CONTENT

Oakland African American Chamber of Commerce
Cathy Adams, President & CEO
333 Hegenberger Road, Suite 369
Oakland, CA 94621
(510) 268-1600
ceo@oaacc.org
www.oaacc.org

Oakland Chinatown Chamber of Commerce
Karen Dea, Executive Director
388 9th Street, Suite 290
Oakland, CA 94607
(510) 893-8979
oaklandctchamber@aol.com
www.oaklandchinatownchamber.org

Oakland Latino Chamber of Commerce
Joe Partida, Executive Director
(510) 452-9900
oaklandlatinochamber@gmail.com
www.oaklandlatinochamber.com

Oakland Metropolitan Chamber of Commerce
Barbara Leslie, President & CEO
475 14th Street, Suite 100
Oakland, CA 94612
(510) 874-4810
bleslie@oaklandchamber.com
www.oaklandchamber.com

Oakland Vietnamese Chamber of Commerce
Jennifer Tran, Executive Director
412 8th Street, Suite D
Oakland, CA 94607
(510) 499-6278
jennkimanh@gmail.com
www.oaklandvnchamber.com

Oakley Chamber of Commerce
Mark Whitlock, Chamber President
3330 Main Street, Suite B
Oakley, CA 94561
(925) 625-1035
office@oakleychamber.com
www.oakleychamber.com

Orinda Chamber of Commerce
Sophie Braccini, Executive Director
26 Orinda Way
Orinda, CA 94563
(925) 254-3909
ExecDir@orindachamber.org
www.orindachamber.org

Pittsburg Chamber of Commerce
Monica Couture, President & CEO
985 Railroad Avenue
Pittsburg, CA 94565
(925) 432-7301
monica@mypittsburgchamber.org
www.mypittsburgchamber.org

Pleasant Hill Chamber of Commerce
Ramona MacIntyre, President & CEO
91 Gregory Lane, Suite 11
Pleasant Hill, CA 94523
(925) 687-0700
ramona@pleasanthillchamber.com
www.pleasanthillchamber.com

Pleasanton Chamber of Commerce
Steve Van Dorn, President & CEO
777 Peters Avenue
Pleasanton, CA 94566
(925) 846-5858 x204
steve@pleasanton.org
www.pleasanton.org

Richmond Chamber of Commerce
James Lee, President & CEO
3925 Macdonald Avenue
Richmond, CA 94805
(510) 234-3512
james@rcoc.com
www.rcoc.com

Richmond Convention & Visitors Bureau
Matt Lewis, Executive Director
229 Tewksbury Avenue, Suite B
Richmond, CA 94801
(510) 660-2807
matt@visitrichmondca.com
www.visitrichmondca.com

San Leandro African American Business Council (SLAABC)
E. Dewayne Cornelious, Board President
P.O. Box 3281
San Leandro, CA 94578
(510) 247-2728
dewayne@stsonsitesite.com
www.slaabc.com/html

San Leandro Chamber of Commerce
Emily Griego, President & CEO
120 Estudillo Avenue
San Leandro, CA 94577
(510) 317-1400
emilyg@sanleandrochamber.com
www.sanleandrochamber.com

San Ramon Chamber of Commerce
Stewart Bambino, President & CEO
2410 Camino Ramon, Suite 125
San Ramon, CA 94583
(925) 242-0600 x21
stewart.bambino@sanramon.org
www.sanramon.org

Union City Chamber of Commerce
Rey Sison, Executive Director
3939 Smith Street
Union City, CA 94587
(510) 952-9637
director@unioncitychamber.com
www.unioncitychamber.com

Visit Berkeley
Barbara Hillman, Chief Executive Officer
2030 Addison Street
Berkeley, CA 94704
(510) 549-7040
bhillman@visitberkeley.com
www.visitberkeley.com

Visit Concord
Elaine Cortez Schroth, Executive Director
2280 Diamond Boulevard, Suite 200
Concord, CA 94520
(925) 685-1182
eschroth@visitconcordca.com
www.visitconcordca.com

Visit Oakland
Mark Everton, President & CEO
481 Water Street
Oakland, CA 94607
(866) 744-4740
mark@visitoakland.com
www.visitoakland.com

Visit Tri-Valley
Barbara Steinfeld, President & CEO
5075 Hopyard Road, Suite 240
Pleasanton, CA 94588
(925) 846-8910
barbara@visittrivalley.com
www.visittrivalley.com

Walnut Creek Chamber of Commerce
Jay Hoyer, Chief Executive Officer
1280 Civic Drive, Suite 100
Walnut Creek, CA 94596
(925) 934-2007
jhoyer@walnut-creek.com
www.walnut-creek.com

West Contra Costa Council of Industries
Katrinka Ruk, Executive Director
1306 Canal Boulevard
Richmond, CA 94804
(510) 215-9325
kpruk@sbcglobal.net
www.councilofindustries.org

CITIES/TOWNS/ UNINCORPORATED AREAS & COUNTY ECONOMIC DEVELOPMENT RESOURCES

Economic development contacts within cities/towns/unincorporated areas and counties that serve as business resources, advocates, and/or points of contact.

Alameda County Community Development Agency
Susan McCue, Economic Development Manager
224 West Winton Avenue, #110
Hayward, CA 94544
(510) 670-5335
Susan.McCue@acgov.org
www.acgov.org/cda/ecd/index.htm

City of Alameda
Lois Butler, Economic Development Manager
950 West Mall Square
Alameda, CA 94501
(510) 747-6894
lbutler@alamedaca.gov
www.alamedaca.gov/

City of Albany
Nicole Almaguer, City Manager
1000 San Pablo Avenue
Albany, CA 94706
(510) 528-5710
nalmaguer@albanyca.org
www.albanyca.org

City of Antioch
Kwame Reed, Economic Development Director
200 H Street
Antioch, CA 94509
(925) 779-7014
kreed@ci.antioch.ca.us
www.ci.antioch.ca.us

City of Berkeley
Jordan Klein, Economic Development Manager
2180 Milvia Street
Berkeley, CA 94704
(510) 981-7534
jklein@cityofberkeley.info
www.cityofberkeley.info

City of Brentwood
Terrence Grindall, Assistant City Manager
150 City Park Way,
Brentwood 94513
(925) 516-5440
tgrindall@brentwoodca.gov
www.brentwoodca.gov/gov/cd/ed/

City of Clayton
David Woltering, Interm Community Development Director
6000 Heritage Trail
Clayton, CA 94517
(925) 673-7343
dwoltering@ci.clayton.ca.us
www.ci.clayton.ca.us

City of Concord
John Montagh, Economic Development Manager
1950 Parkside Drive
Concord, CA 94519
(925) 671-3082
john.montagh@cityofconcord.org
www.cityofconcord.org

City of Dublin
Hazel Wetherford, Economic Development Director
100 Civic Plaza
Dublin, CA 94568
(925) 452-2158
hazel.wetherford@dublin.ca.gov
www.ci.dublin.ca.us

City of El Cerrito
Melanie Mintz, Community Development Director
10890 San Pablo Avenue
El Cerrito, CA 94530
(510) 215-4339
mmintz@ci.el-cerrito.ca.us
www.el-cerrito.org

City of Emeryville
Chad Smalley, Economic Development & Housing Manager
1333 Park Avenue
Emeryville, CA 94608
(510) 596-4355
csmalley@emeryville.org
www.emeryville.org

City of Fremont
Christina Briggs, Economic Development Director
3300 Capitol Avenue, Bldg. A
Fremont, CA 94538
(510) 284-4022
cbriggs@fremont.gov
www.fremont.gov

City of Hayward
Paul Nguyen, Economic Development Manager
777 B Street
Hayward, CA 94541
(510) 583-5546
paul.nguyen@hayward-ca.gov
www.hayward-ca.gov

City of Hercules
Holly Smyth, Planning Director
111 Civic Drive
Hercules, CA 94547
(510) 799-8251
hsmyth@ci.hercules.ca.us
www.ci.hercules.ca.us

City of Lafayette
Niroop Srivatsa, City Manager
3675 Mt. Diablo Boulevard., Suite #210
Lafayette, CA 94549
(925) 299-3206
nsrivatsa@lovelafayette.org
www.lovelafayette.org

City of Livermore
Theresa De La Vega, Innovation and Economic Development Management Analyst
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Livermore, CA 94550
(925) 960-4049
tbdelavega@cityoflivermore.net
www.cityoflivermore.net/

City of Martinez
Christina Ratcliffe, Community & Economic Development Director
525 Henrietta Street
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cratcliffe@cityofmartinez.org
www.cityofmartinez.org

City of Newark
Anne Stedler, Economic Development Manager
37101 Newark Boulevard
Newark, CA 94560
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anne.stedler@newark.org
www.newark.org

City of Oakland
Micah Hinkle, Deputy Director/ Business Development Manager
250 Frank H. Ogawa Plaza, Suite 3315
Oakland, CA 94612
(510) 238-6193
mhinkle@oaklandnet.com
www.oaklandca.gov

City of Oakley
Dwayne Dalman, Economic Development Manager
3231 Main Street
Oakley, CA 94561
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dalman@ci.oakley.ca.us
www.ci.oakley.ca.us

City of Orinda
Drummond Buckley, Planning Director
22 Orinda Way
Orinda, CA 94563
(925) 253-4240
dbuckley@cityoforinda.org
www.cityoforinda.org

City of Piedmont
Sara Lillevand, City Administrator
120 Vista Avenue
Piedmont, CA 94611
(510) 420-3042
slillevand@piedmont.ca.gov
www.ci.piedmont.ca.us

City of Pinole
Hector De La Rosa, Assistant City Manager
2131 Pear Street
Pinole, CA 94564
(510) 741-3864
econdeval@ci.pinole.ca.us
www.ci.pinole.ca.us

City of Pittsburg
Kolette Simonton, Assistant Director of Economic Development
65 Civic Avenue
Pittsburg, CA 94565
(925) 252-4021
ksimonton@ci.pittsburg.ca.us
www.ci.pittsburg.ca.us

City of Pleasant Hill
Kelly Calhoun, Economic Development Manager
100 Gregory Lane
Pleasant Hill, CA 94523
(925) 671-5213
kcalhoun@ci.pleasant-hill.ca.us
www.ci.pleasant-hill.ca.us

City of Pleasanton
Pamela Ott, Economic Development Director
PO Box 520/200 Old Bernal Avenue
Pleasanton, CA 94566
(925) 931-5040
pott@ci.pleasanton.ca.us
www.ci.pleasanton.ca.us

City of Richmond
Janet Johnson, Economic Development Administrator
440 Civic Center Plaza
Richmond, CA 94804
(510) 307-8131
Janet_Johnson@ci.richmond.ca.us
www.ci.richmond.ca.us

City of San Leandro
Katie Bowman, Economic Development Manager
835 East 14th Street
San Leandro, CA 94577
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kbowman@sanleandro.org
www.sanleandro.org

City of San Pablo
Charles Ching, Community & Economic Development Director
13831 San Pablo Avenue, Building #3
San Pablo, CA 94806
(510) 215-3031
charlesc@sanpabloedc.org
www.sanpabloca.gov

City of San Ramon
Steven Spedowfski, Deputy City Manager
2401 Crow Canyon Road
San Ramon, CA 94583
(925) 973-2632
sspedowfski@sanramon.ca.gov
www.sanramon.ca.gov

City of Union City
Gloria Ortega, Economic Development Manager
34009 Alvarado-Niles Road
Union City, CA 94587
(510) 675-5396
glorioa@unioncity.org
www.unioncity.org

City of Walnut Creek
Teri Killgore, Assistant City Manager
1666 North Main Street
Walnut Creek, CA 94596
(925) 943-5814
killgore@walnut-creek.org
www.walnut-creek.org

Contra Costa County Department of Conservation and Development
Amalia Cunningham, Economic Development Manager
30 Muir Road
Martinez, CA 94553
(925) 674-7869
amalia.cunningham@dcd.cccounty.us
www.contracosta.ca.gov/4805/Economic-Development

San Pablo Economic Development Corporation
Leslay Choy, Executive Director
13830 San Pablo Avenue, Suite D
San Pablo, CA 94807
(510) 215-3201
leslayc@sanpabloedc.org
www.sanpabloedc.org

Town of Danville
Jill Bergman, Economic Development Manager
510 La Gonda Way
Danville, CA 94526
(925) 314-3369
jbergman@danville.ca.gov
www.danville.ca.gov

Town of Moraga
Derek Farmer, Planning Director
329 Rheem Boulevard
Moraga, CA 94556
(925) 888-7041
dfarmer@moraga.ca.us
www.moraga.ca.us

EDUCATIONAL RESOURCES

Education and career development resources for businesses in the East Bay.

Alameda County Office of Education
Hon. L. Karen Monroe, Superintendent of Schools
313 West Winton Avenue, Suite 150
Hayward, CA 94544
(510) 670-4144
roseg@acoe.org
www.acoe.k12.ca.us

Alameda County Training & Education Center
Bill Jacox, Director
125 12th Street, Suite 400
Oakland, CA 94607
(510) 272-6426
bill.jacox@acgov.org
www.acgov.org/conference

Berkeley City College
Dr. Rowena Tomaneng, President
2050 Center Street
Berkeley, CA 94704
(510) 981-2851
rtomaneng@peralta.edu
www.berkeleycitycollege.edu

California State University, East Bay
Dr. Leroy Morishita, President
25800 Carlos Bee Boulevard
Hayward, CA 94542
(510) 885-3877
Leroy.Morishita@csueastbay.edu
www.csueastbay.edu

California State University, East Bay - Concord Campus
Dr. Robert Phelps, Executive Director
4700 Ygnacio Valley Road
Concord, CA 94521
(925) 602-6713
robert.phelps@csueastbay.edu
www20.csueastbay.edu/concord/

California State University, East Bay - Oakland Center
Kevin Kenny, Oakland Center Manager
1000 Broadway, Suite 109
Oakland, CA 94607
(510) 208-7001
kevin.kenny@csueastbay.edu
www.ce.csueastbay.edu/about/index.html

Chabot College
Dr. Susan Sperling, President
25555 Hesperian Boulevard
Hayward, CA 94545
(510) 723-6641
cherrera@chabotcollege.edu
www.chabotcollege.edu

Chabot-Las Positas Community College District
Ronald Gerhard, Interim Chancellor
7600 Dublin Boulevard, 3rd Floor
Dublin, CA 94588
(925) 485-5207
rgerhard@clcpccd.org
www.clcpccd.cc.ca.us

College of Alameda
Dr. Timothy Karas, President
555 Ralph Appezzato Memorial Parkway
Alameda, CA 94501
(510) 748-2273
tkaras@peralta.edu
www.alameda.peralta.edu

Contra Costa College
Dr. Damon A. Bell, Interim President
2600 Mission Bell Drive
San Pablo, CA 94806
(510) 235-7800
dabell@contracosta.edu
www.contracosta.edu

Contra Costa Community College District
Dr. Fred Wood, Chancellor
500 Court Street
Martinez, CA 94553
(925) 229-6820
fewood@4cd.edu
www.4cd.edu

Contra Costa County Office of Education
Lynn Mackey, Superintendent
77 Santa Barbara Road
Pleasant Hill, CA 94523
(925) 942-3433
lmackey@cccoe.k12.ca.us
www.ccoec.k12.ca.us

Diablo Valley College
Susan Lamb, President
321 Golf Club Road
Pleasant Hill, CA 94523
(925) 969-2001
slamb@dvc.edu
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Holy Names University
Michael Groener, President
3500 Mountain Boulevard
Oakland, CA 94619
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groener@hnu.edu
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EAST BAY BUSINESS RESOURCE DIRECTORY

SPONSOR CONTENT

Institute for STEM Education
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institute4STEM@csueastbay.edu
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steminstitute/

John F. Kennedy University
Dr. Tom Stewart, President
100 Ellinwood Way
Pleasant Hill, CA 94523
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tstewart@jfk.u.edu
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Laney College
Dr. Tammeil Gilkerson, President
900 Fallon Street
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Las Positas Community College
Roanna V. Bennie,
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3000 Campus Hill Drive
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Los Medanos College
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**Los Medanos College
Brentwood Center**
Nicole Almassey, Site Coordinator
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Brentwood, CA 94513
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Merritt College
Dr. Marie-Elaine Burns, President
12500 Campus Drive,
Building Q-300
Oakland, CA 94619
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meburns@peralta.edu
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www.cewater.com

Delta Diablo Sanitation District
Vince De Lange, General Manager
2500 Pittsburg-Antioch Highway
Antioch, CA 94509
(925) 756-1920
vincel@deltadiablo.org
www.deltadiablo.org

East Bay Municipal Utility District
Alexander Coate, General Manager
375 11th Street
Oakland, CA 94607
(866) 403-2683
acoate@ebmud.com
www.ebmud.com

Marin Clean Energy
Dawn Weisz, Chief Executive Officer
1125 Tamalpais Avenue
San Rafael, CA 94901
(888) 632-3674
dweisz@mcecleanenergy.org
www.mcecleanenergy.org

Pacific Gas & Electric
Lawrence Acosta, Senior Economic Development Specialist
275 Industrial Road
San Carlos, CA 94070
(650) 598-7335
LHA2@pge.com
www.pge.com

State of California Building Standards Commission
Mia Marvelli, Executive Director
2525 Natomas Park Drive, Suite 130
Sacramento, CA 95833
(916) 263-0916
cbssc@dgs.ca.gov
www.bsc.ca.gov

State of California Department of Alcohol & Beverage Control- Oakland Office
Erik Szakacs, Oakland District Office
1515 Clay Street, Suite 2208
Oakland, CA 94612
(510) 622-4970
OAK.direct@abc.ca.gov
www.abc.ca.gov

State of California Department of Alcohol & Beverage Control- San Francisco Office
Justin Gebb, San Francisco District Office
33 New Montgomery Street, Suite 1230
San Francisco, CA 94105
(415) 356-6500
SanFrancisco@abc.ca.gov
www.abc.ca.gov

State of California Department of Building Oversight
Jan Lynn Owen, Commissioner
1515 K Street, Suite 200
Sacramento, CA 95814
(916) 324-9011
Ask.DBO@dbo.ca.gov
www.dbo.ca.gov

State of California Department of Consumer Affairs
Dean Grafilo, Director
1625 North Market Boulevard, Suite N 112
Sacramento, CA 95834
(800) 952-5210
dca@dca.ca.gov
dca.ca.gov

State of California Department of Industrial Relations
Victoria Hassid, Acting Director
1515 Clay Street, 17th Floor
Oakland, CA 94612
(844) 522-6734
DIRInfo@dir.ca.gov
www.dir.ca.gov/SmallBusiness/index.htm

State of California Department of Toxic Substances Control
Tom Lanphar, Senior Environmental Scientist
700 Heinz Street
Avenue, Suite 200 C
Berkeley, CA 94710
(510) 540-3776
tom.lanphar@dtsc.ca.gov
www.dtsc.ca.gov

State of California Environmental Protection Agency (CalEPA)
CalEPA Ombudsperson
1001 I Street, P.O. Box 2815
Sacramento, CA 95812
cepacomm@calepa.ca.gov
calepa.ca.gov

State of California Franchise Tax Board
Selvi Stanislaus, Executive Officer
1515 Clay Street, Suite 305
Oakland, CA 94612
(800) 852-5711
taxcomm@edd.ca.gov
www.ftb.ca.gov

State of California Governor's Office of Business & Economic Development (GO-Biz) - Business Portal
Patrick Nevis, Senior Permit Assistance Specialist
1325 J Street, Suite 1800
Sacramento, CA 95814
(877) 345-4633
patrick.nevis@gobiz.ca.gov
http://www.business.ca.gov/Business-Portal

EAST BAY BUSINESS RESOURCE DIRECTORY

SPONSOR CONTENT

State of California San Francisco Bay Conservation and Development Commission
Brad McCrea, Regulatory Director
455 Golden Gate Avenue, Suite 10600
San Francisco, CA 94102
(415) 352-3615
brad.mccrea@bcdc.ca.gov
www.bcdc.ca.gov

State of California San Francisco Bay Regional Water Quality Control Board
Dr. Terry Young, Board Chair
1515 Clay Street, Suite 1400
Oakland, CA 94612
(510) 622-2460
www.waterboards.ca.gov/sanfranciscobay/water_issues/programs

State of California State Board of Equalization- Oakland Office
Dean R. Kinnee, Executive Director
1515 Clay Street, Suite 303
Oakland, CA 94612
(510) 622-4100
http://www.boe.ca.gov/

Zone 7 Water Agency
Valerie Pryor, General Manager
100 North Canyons Parkway
Livermore, CA 94551
(925) 454-5000
rebates@zone7water.com
www.zone7water.com

REGIONAL ECONOMIC DEVELOPMENT

Economic development organizations that serve regions and address regional issues and opportunities for East Bay businesses.

Bay Area Council
Jim Wunderman, President & CEO
353 Sacramento Street, Suite 1000
San Francisco, CA 94111
(415) 946-8702
jim@bayareacouncil.org
www.bayareacouncil.org

Bay Area Council Economic Institute
Jeff Bellisario, Vice President
353 Sacramento Street, Suite 1000
San Francisco, CA 94111
(415) 981-7117
jbellisario@bayareacouncil.org
www.bayareaeconomy.org

California Association for Local Economic Development (CALED)
Gurbax Sahota, President & CEO
2150 River Plaza Drive, Suite 275
Sacramento, CA 95811
(916) 448-8252
gsahota@caled.org
www.caled.org

California Life Sciences Association
Sarah Radcliffe, President & CEO
701 Gateway Boulevard, Suite 440
South San Francisco, CA 94080
(650) 871-3250
info@califesciences.org
www.califesciences.org

California Resources and Training (CARAT)
Selma Taylor, Executive Director
300 Frank Ogawa Plaza, Suite 175
Oakland, CA 94612
(510) 451-2545
trainingr@caratnet.org
www.caratnet.org

Center for the Regional Economy - Saint Mary's College
Berna Polat Aksu, Associate Professor & Director
1928 Saint Mary's Road
Moraga, CA 94575
(925) 631-4041
bp4@stmarys-ca.edu
www.stmarys-ca.edu/center-for-the-regional-economy

East Bay Economic Development Alliance (East Bay EDA)
Stephen Baiter, Executive Director
1221 Oak Street, Suite 555
Oakland, CA 94612
(510) 272-3874
stephen@eastbayeda.org
www.EastBayEDA.org

East Bay Leadership Council
Kristin Connelly, President & CEO
P.O. Box 4096
Walnut Creek, CA 94596
(925) 246-1880
kconnelly@eblcmail.org
www.eastbayleadershipcouncil.com

Innovation Tri-Valley Leadership Group
Lynn Naylor, Chief Executive Officer
5960 Inglewood Drive, Suite 201
Pleasanton, CA 94588
(925) 989-0188
lnaylor@innovationtrivalley.org
www.innovationtrivalley.org

Joint Venture Silicon Valley
Russell Hancock, President & CEO
100 West San Fernando Street, Suite 310
San Jose, CA 95133
(408) 298-9330
info@jointventure.org
www.jointventure.org

Marin Economic Forum
Mike Blakeley, Chief Executive Officer
1050 Northgate Drive, Suite 54
San Rafael, CA 94903
(415) 483-9332
mblakeley@marineconomicforum.org
www.marineconomicforum.org

MTC/ABAG (Metropolitan Transportation Commission/ Association of Bay Area Governments)
Therese McMillan, Executive Director
375 Beale Street, Suite 800
San Francisco, CA 94105
(415) 778-5210
tmcmillan@bayareametro.gov
www.mtc.ca.gov

San Joaquin Partnership
Mike Ammann, President & CEO
2800 West March Lane, Suite 470
Stockton, CA 95219
(209) 956-3380
mammann@sanjoaquinusa.org
www.sanjoaquinusa.org

San Mateo County Economic Development Association (SAMCEDA)
Rosanne Foust, President & CEO
1900 O'Farrell Street, Suite 380
San Mateo, CA 94403
(650) 413-5600 x1
rfoust@samceda.org
www.samceda.org

Silicon Valley Economic Development Alliance (SVEDA)
Kara Gross, Executive Director
100 West San Fernando Street, Suite 310
San Jose, CA 95133
(408) 204-1464
gross@jointventure.org
www.jointventure.org

Solano Economic Development Corporation (Solano EDC)
Robert Burris, President & CEO
360 Campus Lane, Suite 102
Fairfield, CA 94534
(707) 864-1855
robert@solanoedc.org
www.solanoedc.org

Sonoma County Economic Development Board (Sonoma County EDB)
Sheba Person- Whitley, Executive Director
141 Stony Circle, Suite 110
Santa Rosa, CA 95401
(707) 565-7170
Sheba.Person@sonoma-county.org
www.sonomaedb.org

State of California - Governor's Office of Business & Economic Development (GO-Biz)
E. Kaina Pereira, Deputy Director
CalBIS & Office of Permits Assistance
1325 J Street, 18th Floor, Sacramento, CA 95814
(916) 322-0692
Kaina.Pereira@gobiz.ca.gov

Team California
Mary Ingersoll, Director
7862 Winding Way, Box #2649
Fair Oaks, CA 95628
(916) 967-9900
mary@teamca.org
www.teamca.org

SPECIAL DISTRICTS & UTILITIES

Organizations that provide primary resources, services and infrastructure for East Bay businesses.

AC Transit
Beverly Greene, Executive Director of External Affairs, Marketing & Communications
1600 Franklin Street
Oakland, CA 94612
(510) 891-7255
bgreene@actransit.org
www.actransit.org

Alameda County Mosquito Abatement District
Ryan Clausnitzer, General Manager
23187 Connecticut Street
Hayward, CA 94545
(510) 925-1756
ryan@mosquitoes.org
www.mosquitoes.org

Alameda County Resource Conservation District
Katherine Boxer, Executive Officer
3585 Greenville Road, Suite 2
Livermore, CA 94550
(925) 371-0154
www.acrcd.org

Alameda County Water District
Robert Shaver, General Manager
43885 S. Grimmer Boulevard
Fremont, CA 94538
(510) 668-4202
robert.shaver@acwd.com
www.acwd.org

Alameda Municipal Power
Nicolas Procos , General Manager
2000 Grand Street
Alameda, CA 94501
(510) 748-3900
wise@alamedamp.com
www.alamedamp.com

Ambrose Recreation and Park District
Doug Long, General Manager
3105 Willow Pass Road
Bay Point, CA 94565
(925) 458-1601
dlong@ambroserec.org
www.ambroserec.org

Bay Area Air Quality Management District
Jack Broadbent, Chief Executive Officer/APCO
375 Beale Street, Suite 600
San Francisco, CA 94105
(415) 749-5052
jack@baaqmd.gov
www.baaqmd.gov

Bethel Island Municipal Improvement District
Regina Espinoza, District Manager
3085 Stone Road
Bethel Island, CA 94511
(925) 684-2210
bimid@bimid.com
www.bimid.com

Castro Valley Sanitary District
Roland P. Williams Jr., General Manager
21040 Marshall Street
Castro Valley, CA 94546
(510) 537-0757
roland@cvsan.org
www.cvsan.org

Central Contra Costa Sanitary District
Roger Bailey, General Manager
5019 Imhoff Place
Martinez, CA 94553
(925) 229-7300
rbailey@centralsan.org
www.centralsan.org

Contra Costa Resource Conservation District
Chris Lim, Executive Director
5552 Clayton Road
Concord, CA 94521
(925) 672-4577 x4147
clim@ccrcd.org
www.cccrd.org

Contra Costa Water District
Jerry D. Brown, General Manager
1331 Concord Avenue
Concord, CA 94520
(925) 688-8000
jbrown@ccwater.com
www.cewater.com

Crockett Community Services District
Dale McDonald, General Manager
850 Pomona Street
Crockett, CA 94525
(510) 787-2992
manager@town.crockett.ca.us
www.town.crockett.ca.us

Delta Diablo Sanitation District
Vince De Lange, General Manager
2500 Pittsburg-Antioch Highway
Antioch, CA 94509
(925) 756-1920
vincel@deltadiablo.org
www.deltadiablo.org

Dublin San Ramon Services District
Daniel McIntyre, General Manager
7051 Dublin Boulevard
Dublin, CA 94568
(925) 875-2200
mcintyre@dsrsd.com
www.dsrsd.com

East Bay Dischargers Authority
Jacqueline Zipkin, General Manager
2651 Grant Avenue
San Lorenzo, CA 94580
(510) 206-3820
jzipkin@ebda.org
www.ebda.org

East Bay Municipal Utility District
Alexander Coate, General Manager
375 11th Street, MS 804
Oakland, CA 94607
(510) 287-0100
alexander.coate@ebmud.com
www.ebmud.com

East Bay Regional Park District
Robert Doyle, General Manager
2950 Peralta Oaks Court
Oakland, CA 94605
(510) 544-2000
bdoyle@ebparks.org
www.ebparks.org

East Contra Costa Fire Protection District
Brian J. Helmick, Fire Chief
150 City Park Way
Brentwood, CA 94513
(925) 634-3400
fire@eccfpd.org
www.eccfpd.org

Eden Health District
Michael P. Mahoney, Chief Executive Officer
20400 Lake Chabot Road, Suite 303
Castro Valley, CA 94546
(510) 538-2031
badranly@ethd.org
ethd.org

Hayward Area Recreation & Park District
Paul McCreary, General Manager
1099 E Street
Hayward, CA 94541
(510) 881-6710
mccp@haywardrec.org
www.haywardrec.org

Ironhouse Sanitary District
Chad Davisson, General Manager
450 Walnut Meadows Drive
Oakley, CA 94561
(925) 809-3001
davisson@isd.us.com
www.ironhousesanitarydistrict.com

Livermore Area Recreation & Park District
Mathew Fuzie, General Manager
4444 East Avenue
Livermore, CA 94550
(925) 373-5700
mfuzie@larpd.org
www.larpd.org

Marin Clean Energy
Dawn Weisz , Chief Executive Officer
1125 Tamalpais Avenue
San Rafael, CA 94901
(888) 632-3674
dweisz@mceCleanEnergy.org
www.mcecleanenergy.org

Mt. View Sanitary District
Neal Allen, District Manager
3800 Arthur Road
Martinez, CA 94553
(925) 228-5635
nallen@mvsd.org
www.mvsd.org

Oro Loma Sanitary District
Jason Warner, General Manager/Treasurer
2655 Grant Avenue
San Lorenzo, CA 94580
(510) 276-4700
jwarner@oroloma.org
www.oroloma.org

Pacific Gas & Electric Company
Alicia Bert, Government Relations Manager, East Bay
1330 Broadway, Suite 1605
Oakland, CA 94612
(510) 437-2556
aabk@pge.com
www.pge.com/mybusiness

Port of Oakland
Danny Wan, Executive Director
530 Water Street
Oakland, CA 94607
(510) 627-1340
dwan@portoakland.com
www.portofoakland.com

San Ramon Valley Fire Protection District
Paige Meyer, Fire Chief
1500 Bollinger Canyon Road
San Ramon, CA 94583
(925) 838-6601
pmeyer@srvfire.ca.gov
www.firedepartment.org

Stege Sanitary District
Rex Delizo, District Manager
7500 Schmidt Lane
El Cerrito, CA 94530
(510) 524-4668
rex@StegeSan.org
www.stegesan.org

Town of Discovery Bay Community Services District
Michael Davies, General Manager
1800 Willow Lake Road
Discovery Bay, CA 94505
(925) 634-1131
mdavies@todb.ca.gov
www.todb.ca.gov

Union Sanitary District
Paul Eldredge, General Manager
5072 Benson Road
Union City, CA 94587
(510) 477-7500
generalmanager@unionsanitary.ca.gov
www.unionsanitary.com

Washington Hospital Healthcare District
Kimberly Hartz , Chief Executive Officer
2000 Mowry Avenue
Fremont, CA 94538
(510) 797-1111
www.whhs.com

West County Wastewater District
Lisa Malek-Zadeh, General Manager
2910 Hilltop Drive
Richmond, CA 94806
(510) 222-6700
lmalek-zadeh@wcwd.org
www.wcwg.org

Zone 7 Water Agency
Valerie Pryor, General Manager
100 North Canyons Parkway
Livermore, CA 94551
(925) 454-5000
www.zone7water.com

TRANSPORTATION

Organizations providing assistance with transportation planning, infrastructure and services for East Bay businesses.

AC Transit
Beverly Greene, Executive Director of External Affairs, Marketing & Communications
1600 Franklin Street
Oakland, CA 94612
(510) 891-7255
bgreene@actransit.org
www.actransit.org

Alameda County Transportation Commission (ACTA)
Tess Lengyel, Executive Director
1111 Broadway, Suite 800
Oakland, CA 94607
(510) 208-7400
contact@alamedactc.org
www.alamedactc.org

Altamont Corridor Express “ACE Train”
Stacey Mortensen, Executive Director
949 East Channel Street
Stockton, CA 95202
(800) 411-7245
stacey@acerail.com
www.acerail.com

BART (Bay Area Rapid Transit District)
Robert (Bob) Powers, General Manager
300 Lakeside Drive, 23rd Floor
Oakland, CA 94612
(510) 464-6060
gcrunic@bart.gov
www.bart.gov

Blue & Gold Fleet
Patrick Murphy, President
Pier 41 Marine Terminal
San Francisco, CA 94133
(415) 705-8200
patrick@blueandgoldfleet.com
www.blueandgoldfleet.com

Buchanan Field Airport
Keith R. Freitas, Director of Airports
550 Sally Ride Drive
Concord, CA 94520
(925) 681-4205
keith.freitas@airport.cccounty.us
www.co.contra-costa.ca.us/4694/Airports

Byron Airport
Keith R. Freitas, Director of Airports
500 Eagle Court
Byron, CA 94514
(925) 681-4205
keith.freitas@airport.cccounty.us
www.co.contra-costa.ca.us/4694/Airports

Caltrain
Jim Hartnett, General Manager
1250 San Carlos Avenue
San Carlos, CA 94070
(650) 508.6200
www.caltrain.com

Caltrans District 4 (San Francisco Bay Area)
Tony Tavares, Director
111 Grand Avenue
Oakland, CA 94612
(510) 286-6445
tony.tavares@dot.ca.gov
www.dot.ca.gov/dist4

Capitol Corridor Joint Powers Authority
Priscilla Kalugdan, Communications Officer
300 Lakeside Drive, 14th Floor
Oakland, CA 94612
(510) 464-6992
pkalugd@bart.gov
www.capitolcorridor.org

Contra Costa Transportation Authority (CCTA)
Randell H. Iwasaki, Executive Director
2999 Oak Road, Suite 100
Walnut Creek, CA 94597
(925) 256-4724
riwasaki@ccta.net
www.ccta.net

EAST BAY BUSINESS RESOURCE DIRECTORY

SPONSOR CONTENT

County Connection
Rick Ramacier, General Manager
2477 Arnold Industrial Way
Concord, CA 94520
(925) 676-1976
ramacier@countyconnection.com
www.countyconnection.com

East Bay Paratransit
Cynthia Lopez, General Manager
1750 Broadway, Suite 310
Oakland, CA 94612
(510) 287-5000
www.eastbayparatransit.org

Emery Go-Round
Veronica Hattrup,
Executive Director
1211 Newell Avenue, Suite 200
Walnut Creek, CA 94596
(925) 937-0980
roni@graybowenscott.com
www.emerygoround.com

Golden Gate Ferry
James P. Swindler, Deputy
General Manager
101 E. Sir Francis Drake Boulevard
Larkspur, CA 94939
(415) 925-5570
contact@goldengate.org
www.goldengateferry.org

Hayward Executive Airport
Doug McNeeley, Airport Manager
20301 Skywest Drive
Hayward, CA 94541
(510) 293-5460
douglas.mcneeley@hayward-ca.gov
www.haywardairport.org

Livermore Municipal Airport
David Decoteau, Airport Manager
680 Terminal Circle
Livermore, CA 94551
(925) 960-8220
LVKairport@cityoflivermore.net
www.cityoflivermore.net/citygov/pw/public_works_divisions/airport

MTC/ABAG (Metropolitan Transportation Commission/ Association of Bay Area Governments)
Therese W. McMillan,
Executive Director
375 Beale Street, Suite 800
San Francisco, CA 94105
(415) 778-5210
tmcmillan@bayareametro.gov
www.mtc.ca.gov

Oakland International Airport
Bryant L. Francis,
Director of Aviation
1 Airport Drive
Oakland, CA 94621
(510) 627-1133
bfrancis@portoakland.com
www.oaklandairport.com

Port of Oakland
Chris Lytle, Executive Director
530 Water Street
Oakland, CA 94607
(510) 627-1210
clytle@portoakland.com
www.portofoakland.com

Port of Richmond
Jim Matzorkis, Port Director
1322 Canal Blvd
Richmond, CA 94804
(510) 620-6784
portofrichmond@ci.richmond.ca.us
www.ci.richmond.ca.us/index.aspx?nid=102

Red and White Fleet
Alan Cull, Operations Manager
43 The Embarcadero
San Francisco, CA 94105
(4150 673-2900
sales@redandwhite.com
www.redandwhite.com

Tri Delta Transit
Jeanne Krieg, Chief
Executive Officer
801 Wilbur Avenue
Antioch, CA 94509
(925) 754-6622
director@eccta.org
www.trideltatransit.com

Union City Transit
Stephen Adams, Transit Manager
34009 Alvarado-Niles Road
Union City, CA 94587
(510) 675-5446
transit@unioncity.org
www.uctransit.org

VTa (Santa Clara Valley Transportation Authority)
Nuria Fernandez ,
General Mananger
3331 North First Street
San Jose, CA 95134
(408) 321-2300
nuria.fernandez@vta.org
www.vta.org

WestCAT (Western Contra Costa Transit Authority)
Charles Anderson,
General Manager
601 Walter Avenue
Pinole, CA 94564
(510) 724-3331
charlie@westcat.org
www.westcat.org

WETA (Water Emergency Transportation Authority/ San Francisco Bay Ferry)
Nina Rannells, Executive Director
Pier 9, Suite 111, The
Embarcadero
San Francisco, CA 94111
(415) 291-3377
rannells@watertransit.org
www.sanfranciscobayferry.com

Wheels (Livermore-Amador Valley Transit Authority)
Michael S. Tree ,
Executive Director
1362 Rutan Court, Suite 100
Livermore, CA 94551
(925) 455-7555
mtreee@alavta.org
www.wheelsbus.com

WORKFORCE CONTACTS

Resource contacts that assist businesses in locating, training and re-training workers and/or providing access to State and Federal programs.

Alameda County Social Services Agency
Lori A. Cox, Agency Director
2000 San Pablo Avenue
Oakland, CA 94612
(510) 271-9100
Lori.Cox@acgov.org
www.alamedasocialservices.org

Alameda County Workforce Development Board
Patti Castro, Executive Director
24100 Amador Street, 6th Floor
Hayward, CA 94544
(510) 259-3843
pcastro@acgov.org
www.acwdb.org

Berkeley Adult School Career Center
Thomas Reid, Principal
1701 San Pablo Avenue
Berkeley, CA 94702
(510) 644-6636
thomasreid@berkeley.net
bas.berkeleyschools.net

Berkeley Youth Alternatives
Niculia Williams,
Executive Director
1255 Allston Way
Berkeley, CA 94702
(510) 845-9010
nwilliams@byaonline.org
www.byaonline.org

Bread Project, The
Lynn Luckow, Chief
Development Officer
1615 University Avenue
Berkeley, CA 94703
(510) 594-1702
info@breadproject.org
www.breadproject.org

Brentwood Liberty Adult Education Center
Debbie Norgaard, Coordinator,
Adult Education
929 2nd Street
Brentwood, CA 94513
(925) 634-2565
norgaard@luhsd.net
www.libertyadulsted.org

Center for Employment Opportunities (CEO)
Lonnie Tuck, Alameda
County Director
464 7th Street
Oakland, CA 94607
(510) 251-2240
ltuck@ceoworks.org
https://ceoworks.org

Chabot - Las Positas Community College District
Ron Gerhard, Interim Chancellor
7600 Dublin Boulevard, Suite 140
Dublin, CA 94568
(925) 485-5206
rgerhard@clpccd.org
www.clpccd.org

Civicorps
Tessa Nicholas,
Executive Director
101 Myrtle Street
Oakland, CA 94607
(510) 992-7800
zotighd@mdusd.org
www.cvcorps.org

College of Alameda - ATLAS Distribution Program
Kawanna Rollins, ATLAS
Coordinator
555 Ralph Appezato Memorial
Parkway, Room L215
Alameda, CA 94501
(510)783-4001
krollins@peralta.edu
www.alameda.peralta.edu/atlas/

College of Alameda Career Center
Usha Mortensen, C O A
555 Ralph Appezato
Memorial Parkway
Alameda, CA 94501
(510) 748-2165
umortensen@peralta.edu
www.alameda.peralta.edu/career

Contra Costa Community College District
Drew Douglass, Senior Dean
of Workforce Development
and Economic Development
500 Court Street
Martinez, CA 94553
(925) 229-6824
ddouglass@4cd.edu
http://www.4cd.edu/

Contra Costa County Employer Advisory Council
Chris Calacsan, Coordinator
4071 Port Chicago
Highway, Suite 250
Concord, CA 94521
(925) 602-0869
chris.calacsan@edd.ca.gov
https://www.contracosta.ca.gov/

Cypress Mandela Training Center
Art Shanks, Executive Director
977 66th Avenue
Oakland, CA 94621
(510) 208-7350
info@cypressmandela.org
www.cypressmandela.org

EASTBAY Works
Michael Katz, Regional
Coordinator
250 Frank H. Ogawa Plaza
Oakland, CA 94612
(510) 238-6152
mkatz.eastbayworks@gmail.com
www.eastbayworks.com

Eden Area America's Job Center of California
Hannia Casaw-Barnell,
Division Director
24100 Amador Street
Hayward, CA 94544
(510) 670-5700
hcasaw@acgov.org
http://edenareanestop.org/

Employment Training Panel (ETP) - State of California
Renee Pierce, Economic
Development Specialist
1100 J Street, Suite 400
Sacramento, CA 95814
(916) 327-5640
renee.pierce@etp.ca.gov
www.etp.ca.gov/

Goodwill Industries of the Greater East Bay
Vicki Anderson, Career
Center Manager
1301 30th Avenue
Oakland, CA 94601
(510) 698-7215
vanderson@eastbaygoodwill.org
www.eastbaygoodwill.org

Hayward Center for Education & Careers (formerly Hayward Adult School)
Evelyn Ocasio, Director of
Alternative Education
22100 Princeton Street
Hayward, CA 94541
(510) 698-7215
eocasio@has.edu
www.has.edu

Juma Ventures
Noah Halton, National
Program Director
131 Steuart Street, Suite 201
San Francisco, CA 94105
(415) 371-0727
noahh@juma.org
www.juma.org

La Familia/East Bay Community Services (Dublin)
Aaron Ortiz, Executive Director
6901 York Street, #P-1
Dublin, CA 94588
(925) 829-4322
aortiz@eastbayfi.org
www.lafamiliacounseling.org

La Familia/East Bay Community Services (Livermore)
Aaron Ortiz, Executive Director
3311 Pacific Avenue
Livermore, CA 94550
(925) 455-0747
aortiz@eastbayfi.org
www.lafamiliacounseling.org

La Familia/East Bay Community Services (San Leandro)
Aaron Ortiz, Executive Director
16110 East 14th Street
San Leandro, CA 94578
(510) 398-7500
aortiz@eastbayfi.org
www.lafamiliacounseling.org

La Familia/East Bay Community Services (Union City)
Aaron Ortiz, Executive Director
33255 9th Street
Union City, CA 94587
(510) 471-5880
aortiz@eastbayfi.org
www.lafamiliacounseling.org

La Familia/East Bay Community Services Hayward)
Aaron Ortiz, Executive Director
22331 Mission Boulevard
Hayward, CA 94541
(510) 471-5880
aortiz@eastbayfi.org
www.lafamiliacounseling.org

Laney College Employment Services Center
Raya Zion, Employment
Program Manager
900 Fallon Street
Oakland, CA 94607
(510) 464-3530
rzion@peralta.edu
www.laney.edu/wp/career

Lao Family Community Development - CARE Community Center
Kathy Chao Rothberg,
Executive Director
2325 E 12th St, Oakland,
CA 94601
Oakland, CA 94601
(800) 445-2142
info@lfcd.org
www.lfcd.org

Los Medanos College Career Advancement Academy
Irene Sukhu, Workforce
Development Manager
2700 East Leland Road
Pittsburg, CA 94565
(925) 473-7416
isukhu@losmedanos.edu
www.losmedanos.edu/workdev/contact.asp

Martinez Adult Education
Suzanne Murphy, Director
of Adult Education
600 F Street
Martinez, CA 94553
(925) 335-5890 x3963
smurphy@martinez.k12.ca.us
www.martinez.k12.ca.us/schools/mae

Mt. Diablo Adult Education
Dodi Zotigh, Coordinator
1266 San Carlos Avenue
Concord, CA 94518
(925) 685-7340
zotighd@mdusd.org
www.mdae-mdusd-ca.schoolloop.com

New Horizons Career Development Center
Beverly Bailey, Executive Director
199 Parker Avenue
Rodeo, CA 94572
(510) 799-2916
bevbailey@newhorizonscdc.com
http://www.newhorizonscdc.com/services.html

Oakland Private Industry Council
Robin Ravineau, Chief
Executive Officer
268 Grand Avenue
Oakland, CA 94610
(510) 858-6742
robinr@oaklandpic.org
www.oaklandpic.org

Oakland Workforce Development Board
Lazandra Dial, Program Analyst III
250 Frank H. Ogawa Plaza
Oakland, CA 94612
(510) 238-3474
ldial@oaklandca.gov
www.oaklandca.gov

Ohlone College Tri-Cities Career Center
Nancy Navarro-Leça,
Interim Director
39399 Cherry Street, Room 1211
Newwark, CA 94560
(510) 659-7376
nnavarro@ohlone.edu
www.ohlone.edu/careercenter

Opportunity Junction
Alissa Friedman, President
3102 Delta Fair Boulevard
Antioch, CA 94509
(925) 776-1133
alissa@opportunityjunction.org
www.opportunityjunction.org

Peralta Community College District
Regina Stanback
Stroud, Chancellor
333 East 8th Street
Oakland, CA 94606
(510) 466-7247
skunkel@peralta.edu
http://web.peralta.edu/cte/

Pittsburg Adult Education Center
Eileen Chen, Executive Director
1151 Stoneman Avenue
Pittsburg, CA 94565
(925) 473-2316
echen@pittsburg.k12.ca.us
www.pittsburg.k12.ca.us/paec

Richmond WORKS
Sal Vaca, Executive Director
2705 Macdonald Avenue
Richmond, CA 94804
(510) 307-8014
svaca@richmondworks.org
http://www.ci.richmond.ca.us/275/Employment-Training

Richmond YouthWORKS
Bouakhay Phongboupha,
Supervisor
330 - 25th Street
Richmond, CA 94804
(510) 412-2044
bphongboupha@richmondworks.org
www.ci.richmond.ca.us/662/YouthWORKS

Rubicon Programs Inc.
Jane Fischberg, Chief
Executive Officer
2500 Bissell Avenue
Richmond, CA 94804
(510) 235-1516
janef@rubiconprograms.org
www.rubiconprograms.org

San Pablo Economic Development Corporation
Leslay Choy, Executive Director
14380 San Pablo Ave, Suite D
San Pablo, CA 94806
(510) 215-3201
leslayc@sanpabloedc.org
www.sanpabloedc.org

Stride Center, The
Rukiya Lee, Interim
Executive Director
1212 Broadway, #400
Oakland, CA 94612
(510) 234-1300
ruth@stridecenter.org
www.stridecenter.org

Tri-Valley One Stop Career Center
Sarah Schuyler, Program Manager
6300 Village Parkway, Suite #100
Dublin, CA 94568
(925) 560-9431
sschuyler@clpccd.org
www.trivalleyonestop.org

Unity Council Community Resource Center, The
Chris Iglesias, Chief
Executive Officer
1900 Fruitvale Avenue, Suite 2A
Oakland, CA 94601
(510) 535-6101
careercenter@unitycouncil.org
www.unitycouncil.org

Veterans First Program
Todd Steffan, Coordinator
3000 Campus Hill Drive, Vets
First Office, Building 1310
Livermore, CA 94551
(925) 424-1570
tsteffan@laspositascollege.edu
http://www.laspositascollege.edu/veterans/index.php

Wardrobe for Opportunity
Mahogany Charlton-Roland,
Executive Director
570 14th Street, Suite 5
Oakland, CA 94612
(510) 463-4100
mcharlton@wardrobe.org
www.wardrobe.org

West Contra Costa Adult Education, Alvarado Campus
Jeffrey Carr, Principal
5625 Sutter Street
Richmond, CA 94804
(510) 231-1453
jcarr@wccusd.net
www.wccae.info

West Oakland Job Resource Center
Joyce Guy, Executive Director
1801 Adeline Street, 2nd
Floor, Room 211
Oakland, CA 94607
(510) 419-0509
admin@wojrc.org
www.wojrc.org

Workforce Development Board of Contra Costa County
Donna Van Wert,
Executive Director
4071 Port Chicago
Highway, Suite 250
Concord, CA 94520
(925) 602-6820
dvanwert@ehsd.cccounty.us
www.wdbccc.com

Youth Employment Partnership, The
Michele Clark, Executive Director
2300 International Boulevard
Oakland, CA 94601
(510) 533-3447
info@yep.org
www.yep.org

YR Media (formerly Youth Radio)
Jabari Gray, Executive Director
1701 Broadway
Oakland, CA 94612
(510) 251-1101
jabari@youthradio.org
https://yr.media

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FASTEST-GROWING PRIVATE COMPANIES (1-25)

IN THE EAST BAY, RANKED BY PERCENT GROWTH IN NET REVENUE FROM FISCAL YEARS 2016 TO 2018

	Business name/Prior rank Website	Address Phone/Email	Percent growth 2016-2018	2016 revenue	2017 revenue	2018 revenue	2016 staff	2017 staff	2018 staff	Year founded	Business description	Top local executive(s)
1	Stasher Inc. [Ⓢ] stasherbag.com	1310 63rd St. Emeryville, CA 94608 510-600-0017	1,983.7%	\$406,498	\$2.44 million	\$8.47 million	4	8	22	2015	Plastic-free, reusable, silicone storage bags	Kat Nouri, CEO
2	Evocative [Ⓢ] evocative.com	1400 65th St. #150 Emeryville, CA 94608 888-365-2656	524.7%	\$2.07 million	\$4.4 million	\$12.95 million	8	15	25	2017 ¹	Full stack hybrid IT data center and solution provider	Arman Khalili, CEO
3	Office Libations [Ⓢ] officelibations.com	4721 Tidewater Ave. #C Oakland, CA 94601 510-766-2337	461.6%	\$797,254	\$2.13 million	\$4.48 million	3	8	15	2014	Provides corporate refreshment and snack services and operates food and beverage brands	Claude Burns, CEO
4	10x Genomics ² ^① 10xgenomics.com	7068 Koll Center Pkwy. #401 Pleasanton, CA 94566 925-401-7300	432.4%	\$27.48 million	\$71.09 million	\$146.31 million	153	246	500	2012	DNA sequencing technology; builds tools for scientific discovery	Serge Saxonov, CEO
5	SeaBay Building Group LLC [Ⓢ] seabay-group.com	23575 Cabot Blvd. Hayward, CA 94545 510-962-8004	427.6%	\$4.89 million	\$8.47 million	\$25.81 million	5	15	25	2013	General contractor for commercial construction, tenant improvements and property maintenance	Armando Martinez, COO
6	Ingram Fire Protection ^⑩ ingramfire.com	23785 Cabot Blvd. #301 Hayward, CA 94545 650-437-6000	257.6%	\$882,115	\$1.77 million	\$3.15 million	8	9	11	2013	Commercial fire protection subcontractor	Christopher Ingram, CEO
7	Petit Pot [Ⓢ] petitpot.com	4221 Horton St. Emeryville, CA 94608 650-488-7432	254%	\$529,780	\$985,966	\$1.88 million	8	12	17	2014	Organic French puddings	Maxime Pouvreau, CEO
8	Trove Professional Services [Ⓢ] troveservices.com	2081 Center St. Berkeley, CA 94704 415-385-7037	225.4%	\$425,206	\$824,375	\$1.38 million	1	2	3	2011	Finds and delivers savings that allow businesses to reduce their monthly expenses	Kevin McClure, President
9	BayInfotech LLC ^⑧ bay-infotech.com	11501 Dublin Blvd. #200 Dublin, CA 94568 408-449-5616	224.9%	\$3.38 million	\$10.25 million	\$10.98 million	14	45	66	2012	Software development company that solves business problems with technical solutions	Maulik Shyani, CEO
10	Prime Meridian Capital Management ^③ pmifunds.com	2121 N. California Blvd. #830 Walnut Creek, CA 94596 925-587-5075	215.5%	\$2.45 million	\$6.64 million	\$7.72 million	10	12	15	2012	Investment management firm specializing in P2P, marketplace lending and specialty finance strategies	Don Davis, CEO
11	Kuli Kuli [Ⓢ] kulikulifoods.com	600 Grand Ave. #410B Oakland, CA 94610 hello@kulikulifoods.com	197.5%	\$1.5 million	\$1.85 million	\$4.47 million	5	9	9	2011	Moringa food brand	Lisa Curtis, CEO
12	HealthFlex Home Health Services ^⑨ healthflexhhs.com	303 Hegenberger Rd. #388 Oakland, CA 94621 510-553-1900	192.5%	\$3.73 million	\$6.8 million	\$10.9 million	80	101	234	2012	Home health agency	Sofia Koshevatsky, CEO ³
13	Streamlinevents Inc. ^⑮ streamlinevents.com	6005 Shellmound St. #200 Emeryville, CA 94608 510-463-6000	146.4%	\$37.56 million	\$64.55 million	\$92.55 million	60	69	NR	2002	Event producer	Annette Chinn, CEO
14	TruSource Consulting Group LLC ^⑦ trusourcegroup.com	45 Quail Ct. #102 Walnut Creek, CA 94596 510-842-5120	133.6%	\$2.44 million	\$4.69 million	\$5.69 million	11	25	30	2014	Senior management consulting firm with expertise leading complex business and technology initiatives	Mac Heebner, President/CEO
15	Fieldwork Brewing Co. ^⑤ fieldworkbrewing.com	1160 6th St. Berkeley, CA 94710 510-898-1203	131.9%	\$6.38 million	\$12.11 million	\$14.8 million	55	89	105	2014	Craft brewery	Barry Braden, CEO
16	TAKTIK Logistics Group Inc. [Ⓢ] taktikgroup.com	425 Boulder Ct. #100 Pleasanton, CA 94566 925-223-8350	122.7%	\$3.28 million	\$5.22 million	\$7.3 million	3	5	5	2015	Technology provider for transportation management	Tyson Lawrence, CEO
17	Center for Social Dynamics ^⑫ csdautismservices.com	1025 Atlantic Ave. #101 Alameda, CA 94501 510-268-8120	109.1%	\$10.5 million	\$17.72 million	\$21.96 million	273	424	575	2012	Provides services to children and adults with developmental delays	Pete Pallares, CEO
18	RJR Partners Inc. ^⑰ rjrpartners.com	2400 Camino Ramon #275 San Ramon, CA 94583 925-275-2141	102.9%	\$2.19 million	\$3.61 million	\$4.44 million	13	15	13	2012	Executive search firm focused on the enterprise software industry	Ryan Roskovensky, CEO
19	Terraphase Engineering Inc. ^⑳ terraphase.com	1404 Franklin St. #600 Oakland, CA 94612 510-645-1850	90.5%	\$7.83 million	\$12.75 million	\$14.92 million	54	63	83	2010	Environmental consulting company	William Carson, President/Principal engineer
20	Clean Sciences Inc. ^㉕ cleansciences.com	301 Whitney PL Fremont, CA 94539 510-440-8660	86.1%	\$4.28 million	\$7.71 million	\$7.96 million	29	48	42	1994	Cleaning service for semiconductor equipment manufacturers and other industries	Jonathan Kaye, President
21	New Tech Solutions Inc. [Ⓢ] ntsca.com	4179 Business Center Dr. Fremont, CA 94538 510-353-4070	84.9%	\$139.25 million	\$202.19 million	\$257.48 million	32	35	36	1997	Technology and engagement provider	Vijay Kumar, CEO
22	Userful Corp. [Ⓢ] userful.com	2600 Camino Ramon San Ramon, CA 94583 702-290-8649	81.3%	\$3.05 million	\$3.24 million	\$5.53 million	31	NR	61	2003	Visual networking platform for the enterprise	John Marshall, CEO
23	BayOne Solutions ^{④④} bayone.com	4637 Chabot Dr. #250 Pleasanton, CA 94588 888-537-8068	79.5%	\$22.05 million	\$21.73 million	\$39.57 million	NR	172	NR	2012	IT services company	Yogesh Virmani, CEO
24	Face Reality Skincare Inc. [Ⓢ] facerealityskincare.com	155 Callan Ave. San Leandro, CA 94577 510-351-1842	78.6%	\$3.3 million	\$4.5 million	\$5.89 million	17	20	18	2005	Develops products and treatments to clear acne and acne-related skin conditions	Meredith Klausner, CEO
25	ProActive Business Solutions Inc. ^㉓ proactiveok.com	428 13th St. 5th FL Oakland, CA 94612 510-302-0120	73.8%	\$6.97 million	\$9.55 million	\$12.12 million	218	173	139	1998	Technology operations	Deidrie Towery, CEO

¹ Company was founded in 1996, was acquired, and became independent again in 2017. The assets of the company were always separate under the prior parent company.

² Went public in 2019.

³ Other executives include Alex Koshevatsky, president/CEO and Irene Gertsikov, director of patient care services.

ABOUT THE LIST
This List includes privately held companies headquartered in the East Bay, which is defined as Alameda and Contra Costa counties. Companies considered for the List must meet the following criteria:
1) Headquartered in the East Bay; 2) Net revenue of greater than \$200,000 in fiscal year 2016; 3) Independent, privately held corporation, proprietorship or partnership (not a subsidiary or division) through fiscal year 2018. 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.
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Carlos Chavez
SVP/Commercial Loan Team Manager



Lorraine Sue
VP/Commercial Loan Officer



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FASTEST-GROWING PRIVATE COMPANIES (26-50)

IN THE EAST BAY, RANKED BY PERCENT GROWTH IN NET REVENUE FROM FISCAL YEARS 2016 TO 2018

	Business name/Prior rank Website	Address Phone/Email	Percent growth 2016-2018	2016 revenue	2017 revenue	2018 revenue	2016 staff	2017 staff	2018 staff	Year founded	Business description	Top local executive(s)
26	LookingPoint [Ⓢ] lookingpoint.com	391 Taylor Blvd. #120 Pleasant Hill, CA 94523 925-566-3480	71.1%	\$13.19 million	\$11.69 million	\$22.58 million	NR	NR	NR	2010	Solution provider specializing in advanced IT infrastructure	Sean Barr, CEO
27	Green Bay Remodeling Inc. ^⑪ greenbayremodeling.com	1170 Burnett Ave. #5 Concord, CA 94520 855-889-9963	68.5%	\$4.49 million	\$5.68 million	\$7.57 million	5	10	20	2012	Home improvement and design	Avichai Hazan, CEO
28	Accurate Firestop Inc. [Ⓢ] accuratefirestop.com	1057 Serpentine Ln. #7 Pleasanton, CA 94566 510-886-1169	68.4%	\$17.41 million	\$24.23 million	\$29.31 million	NR	115	110	1995	Firestop and insulation sub- contractors	Javier Lucatero, President
29	NorCal Ambulance [Ⓢ] nocalambulance.com	3025 Independence Dr. #G Livermore, CA 94551 925-452-8300	65%	\$20.93 million	\$26.44 million	\$34.53 million	318	462	497	2005	Medical transportation	Karla Nazareno, CEO
30	OnQ Solutions [Ⓢ] onqsolutions.com	24540 Clawtier Rd. Hayward, CA 94545 650-351-4245	63.3%	\$21.74 million	\$22.47 million	\$35.5 million	34	37	47	2004	Manufacturer of custom retail displays	Paul Chapuis, CEO
31	Maximum Games Inc. [Ⓢ] maximumgames.com	590 Ygnacio Valley Rd. #220 Walnut Creek, CA 94596 NR	61.5%	\$36.36 million	\$40.73 million	\$58.74 million	51	52	50	2009	Global video game publisher	Christina Seelye, CEO
32	Corefact [Ⓢ] corefact.com	20936 Cabot Blvd. Hayward, CA 94545 866-777-3986	47.3%	\$13.08 million	\$15.92 million	\$19.26 million	55	80	82	2005	Print and digital marketing for the real estate and mortgage industries	Christopher Burnley, CEO
33	AEI Consultants [Ⓢ] aeiconsultants.com	2500 Camino Diablo Walnut Creek, CA 94597 925-746-6000	42.7%	\$49.96 million	\$56.86 million	\$71.27 million	262	NR	306	1992	Consulting firm providing environmental, property and facility assessments	Holly Neber, CEO
34	McGuire and Hester [Ⓢ] mcguireandhester.com	2810 Harbor Bay Pkwy. Alameda, CA 94502 510-632-7676	38.2%	\$129.61 million	\$182.95 million	\$179.12 million	350	400	450	1926	Construction company that handles all site work	Michael Hester, President
35	Studio Bondy Architecture [Ⓢ] studiobondy.com	110 Linden St. Oakland, CA 94607 510-836-6594	36.9%	\$4.95 million	\$5.81 million	\$6.78 million	18	21	23	2001	Architecture and design service	William Bondy Michelle Huber Thomas Lumikko Laura Rambin, Principals
36	Enlisted Design [Ⓢ] enlisteddesign.com	464 19th St. #205 Oakland, CA 94612 510-899-5632	36.1%	\$3.92 million	\$4.64 million	\$5.33 million	25	27	30	2008	Design studio	Beau Oyler, CEO
37	Blaisdell's Business Products [Ⓢ] blaisdells.com	474 Roland Way Oakland, CA 94621 510-483-3600	35.1%	\$15.21 million	\$16.96 million	\$20.55 million	31	34	38	1950	B2B office supply dealer	Margee Witt, CEO/ Owner
38	LTD Global LLC [Ⓢ] ltdglobal.com	7901 Stoneridge Dr. #318 Pleasanton, CA 94588 925-598-0056	32.5%	\$2.44 million	\$2.9 million	\$3.24 million	23	30	NR	2003	Provides accounting, administrative, HR and recruitment services	Lili Tarachand, CEO
39	Netpace Inc. [Ⓢ] netpace.com	5000 Executive Pkwy. #530 San Ramon, CA 94583 925-543-7760	31.7%	\$17.29 million	\$17.33 million	\$22.78 million	62	59	61	1996	Data-driven provider of AI, blockchain, analytics and cloud enablement solutions	Omar Khan, President
40	The RK Logistics Group Inc. [Ⓢ] rklogisticsgroup.com	41707 Christy St. Fremont, CA 94538 800-821-7770	31.2%	\$51.27 million	\$62.96 million	\$67.26 million	461	944	485	1983	Third party logistics provider and supply chain support services	Richard (Rock) Magnan, COO/ President
41	Commercial Casework Inc. [Ⓢ] commercialcasework.com	41780 Christy St. Fremont, CA 94538 510-657-7933	30.8%	\$19.86 million	\$21.45 million	\$25.98 million	73	82	94	1976	Custom architectural millwork and cabinetry	Nick Palmer, CEO
42	Mommy's Bliss [Ⓢ] mommysbliss.com	1003 W. Cutting Blvd. #110 Richmond, CA 94804 877-457-4955	28%	\$17.96 million	\$20.84 million	\$23 million	17	20	25	1999	Makes dietary supplements and wellness products for infants and children	Yasmin Kaderali, CEO
43	Holistic Veterinary Care [Ⓢ] holisticvetcare.com	4382 Piedmont Ave. Oakland, CA 94611 510-339-2600	24.5%	\$766,724	\$801,436	\$954,320	10	12	14	2012	Vet services	Lee Richter, CEO
44	TEECOM [Ⓢ] teecom.com	1333 Broadway #601 Oakland, CA 94612 510-337-2800	22.2%	\$18.09 million	\$22.06 million	\$22.11 million	49	62	102	1997	Strategic consulting, technology project management and engineering services	David Marks, CEO
45	Xantrion Inc. [Ⓢ] xantrion.com	651 Thomas L Berkeley Way Oakland, CA 94612 510-272-4701	21.5%	\$11.61 million	\$12.55 million	\$14.11 million	51	66	70	2000	Outsourced IT and cybersecurity services	Anne Bisagno, CEO
46	Lowney Architecture [Ⓢ] lowneyarch.com	360 17th St. #200 Oakland, CA 94530 510-836-5400	21.1%	\$5.18 million	\$4.68 million	\$6.28 million	28	26	38	2003	Architecture firm	Ken Lowney, President
47	David L. Gates + Associates Inc. [Ⓢ] dgates.com	2671 Crow Canyon Rd. San Ramon, CA 94583 925-736-8176	19.3%	\$5.24 million	\$6.11 million	\$6.25 million	34	35	36	1977	Landscape architecture firm specializing in urban design, master planning and place- making	Casey Case, Partner
48	IdeaScale ¹ [Ⓢ] ideascale.com	548 Market St. #14277 San Francisco, CA 94104 800-549-9198	18.3%	\$5.04 million	\$4.65 million	\$5.97 million	40	45	50	2009	Idea management software	Rob Hoehn, CEO
49	Dowd and Guild Inc. [Ⓢ] dowdandguild.com	14 Crow Canyon Ct. #200 San Ramon, CA 94583 925-820-7222	17.8%	\$46.9 million	\$48.07 million	\$55.26 million	40	39	41	1986	Specialty chemical distributor	Patrick Kelly, President
50	Intelliswift Software Inc. [Ⓢ] intelliswift.com	39600 Balentine Dr. #200 Newark, CA 94560 510-370-2600	16%	\$69.57 million	\$73.92 million	\$80.71 million	950	1100	1100	2001	IT staffing company	Pat Patel, President/CEO

¹ Company's headquarters is in Berkeley and its mailing address is in San Francisco.

ABOUT THE LIST
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BEST PLACES TO WORK IN THE EAST BAY

LARGEST EMPLOYERS (MORE THAN 1,000 BAY AREA EMPLOYEES), RANKED BY SCORE

	Business name Website	Address Phone	Rank	Bay Area employees	Business type	Top human resources executive	Top local executive(s)
1	Workday workday.com	6110 Stoneridge Mall Rd., Pleasanton, CA 94588 925-951-9000	92.47	4,748	Business software	Ashley Goldsmith, Chief people officer	Aneel Bhushri, CEO
9	Comcast corporate.comcast.com	3055 Comcast Pl., Livermore, CA 94551 800-934-6489	86.09	2,929	Technology and communications	Karen Fascenda, VP of human resources	John Gauder, Regional SVP, California region
13	Telecare Corp. telecarecorp.com	1080 Marina Village Pkwy. #100, Alameda, CA 94501 510-337-7950	84.11	1,335	Behavioral health services	Sharon Heckel, Chief human resources officer/SVP	Anne Bakar, President/CEO

LARGE EMPLOYERS (FROM 250-999 BAY AREA EMPLOYEES), RANKED BY SCORE

	Business name Website	Address Phone	Rank	Bay Area employees	Business type	Top human resources executive	Top local executive(s)
20	Overaa Construction overaa.com	200 Parr Blvd., Richmond, CA 94801 510-234-0926	88.29	325	General construction	Maggie Blanc-White, Director of human resources and training	Gerald "Jerry" Overaa, CEO
22	Five9 five9.com	4000 Executive Pkwy., San Ramon, CA 94583 800-553-8159	88.02	370	Cloud call center software	Tricia Yankovich, VP of human resources	Rowan Trollope, CEO

MIDSIZE EMPLOYERS (FROM 100-249 BAY AREA EMPLOYEES), RANKED BY SCORE

	Business name Website	Address Phone	Rank	Bay Area employees	Business type	Top human resources executive	Top local executive(s)
2	Athens Administrators athensadmin.com	2552 Stanwell Dr., Concord, CA 94520 866-482-3535	94.17	157	Third-party claims handling administrator	Janet McClain, EVP, human resources	James Jenkins, President
3	Syserco syserco.com	215 Fourier Ave., Fremont, CA 94539 510-498-1171	94.09	175	Energy management	Erlynn Sandoc, Executive business manager	Majd Khleif and Derek Eggers, Senior executives
12	TRI Pointe Homes tripointehomes.com	2010 Crow Canyon Pl. #380, San Ramon, CA 94583 925-804-2220	93.02	100	New home construction	Diana Belknap, HR manager/Executive assistant	Jeff Frankel, Division president
18	ENGEO engeo.com	2010 Crow Canyon Pl. #250, San Ramon, CA 94583 925-866-9000	92.01	212	Engineering consulting	Valerie Davis, Director of human resources	Uri Eliahu, President
33	World Wide Technology wwt.com	2700 Camino Ramon, San Ramon, CA 94583 925-425-1000	89.44	104	Technology service provider	Ann Marr, VP, global human resources	Holly Lind, Area VP, Northern California

SMALL EMPLOYERS (FROM 50-99 BAY AREA EMPLOYEES), RANKED BY SCORE

	Business name Website	Address Phone	Rank	Bay Area employees	Business type	Top human resources executive	Top local executive(s)
1	Galileo Learning galileo-camps.com	1021 3rd St., Oakland, CA 94607 510-595-7293	95.72	93	Innovation camps for kids	Diana Lee, VP of people	Glen Tripp, CEO
6	vCom Solutions vcmsolutions.com	12657 Alcosta Blvd., San Ramon, CA 94583 925-244-1800	93.47	90	Telecom expense management	Rekha Venuthurupalli, Director of human resources	Gary Storm, President/CEO
10	Ray Morgan Co. raymorgan.com/pleasanton	470 Boulder Ct., Pleasanton, CA 94566 925-400-4160	93.04	89	Document technology service and support	Melanie Rice, Human resources director	Sam Pulino, COO

SMALLEST EMPLOYERS (FROM 25-49 BAY AREA EMPLOYEES), RANKED BY SCORE

	Business name Website	Address Phone	Rank	Bay Area employees	Business type	Top human resources executive	Top local executive(s)
2	Attivo Networks attivonetworks.com	46601 Fremont Blvd., Fremont, CA 94538 510-623-1000	97.05	26	Cybersecurity startup	Ashok Shah, VP of finance	Tushar Kothari, CEO
17	KRT Marketing Inc. krtmarketing.com	3685 Mt. Diablo Blvd. #255, Lafayette, CA 94549 925-284-0444	92.44	29	Recruitment advertising agency	Nicole Morris, Head of human resources	Ryan Christoi, Managing partner
21	TMC Financing tmcfinancing.com	1720 Broadway 3rd Fl., Oakland, CA 94612 415-989-8855	92.05	34	SBA 504 lending	Jenelle Ring, Human resources director	Barbara Morrison, CEO
22	Magoosh magoosh.com	2020 Milvia St. #220, Berkeley, CA 94704 855-624-6674	91.95	32	Online standardized test prep company	Amrita Kulkarni, Senior manager, people operations	Bhavin Parikh, CEO

ABOUT THE LIST: These East Bay companies ranked on the San Francisco Business Times’ 130 Best Places to Work in the Bay Area List. Ranking numbers indicate where each company placed among the 130 honorees in the Bay Area within each employer size category. The List includes companies with employees working in the Greater Bay Area counties of Alameda, Contra Costa, Marin, Monterey, Napa, San Francisco, San Mateo, San Benito, Santa Clara, Santa Cruz, Solano and Sonoma. Ranking based on scores obtained from a survey of the company’s Bay Area employees, administered by Quantum Workplace.

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Compiled by Ahavah Revis
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PRIVATE COMPANIES IN THE EAST BAY (1-25)

RANKED BY 2018 REVENUE

	Business name/Prior rank Website	Address Phone	Fiscal year 2018 companywide revenue	East Bay employees	Companywide employees	Business description	Year founded	Top local executive(s)
1	CSAA Insurance Group ① csaa-insurance.aaa.com	3055 Oak Rd. Walnut Creek, CA 94597 925-279-2300	\$4.31 billion	NR	3,855	Insurance	1914	Thomas Troy, President/CEO
2	24 Hour Fitness USA Inc. ② 24hourfitness.com	12647 Alcosta Blvd. 5th Fl. San Ramon, CA 94583 925-543-3100	\$1.44, billion ¹	NR	22,445	Fitness club chain	1983	Tony Ueber, CEO
3	ASI Computer Technologies Inc. ③ asipartner.com	48289 Fremont Blvd. Fremont, CA 94538 510-226-8000	\$1.2 billion	145	482	Computer component and hardware distributor	1987	Christine Liang, President
4	BevMo ⑤ bevmo.com	1401 Willow Pass Rd. #900 Concord, CA 94520 925-609-6000	\$1 billion ¹	NR	1,111 ²	Beverage retailer	1994	Dimitri Haloulous, CEO
4	The Wine Group ④ thewinegroup.com	4590 Tesla Rd. Livermore, CA 94550 925-456-2500	\$1 billion	NR	1,500	Wineries	1981	Brian Vos, CEO
6	Grocery Outlet Inc. ³ ④ groceryoutlet.com	5650 Hollis St. Emeryville, CA 94608 510-845-1999	\$606.27 million	374	671	Discount grocery stores	1946	MacGregor Read, Vice chairman Eric Lindberg, CEO
7	OSIsoft LLC ⑥ osisoft.com	1600 Alvarado St. San Leandro, CA 94577 510-297-5800	\$450 million	450	950	Data infrastructure software	1980	J. Patrick Kennedy, CEO
8	Overaa Construction ⑨ overaa.com	200 Parr Blvd. Richmond, CA 94801 510-234-0926	\$338.16 million	380	400	Design-build general contractor	1907	Gerald "Jerry" Overaa, CEO
9	Telecare Corp. ⑩ telecarecorp.com	1080 Marina Village Pkwy. #100 Alameda, CA 94501 510-337-7950	\$338 million	1,200	3,700	Mental health care	1965	Anne Bakar, President/CEO
10	PetersenDean Inc. ⑧ petersendean.com	39300 Civic Center Dr. #300 Fremont, CA 94538 877-552-4418	\$300 million	NR	3,023	Roofing, solar and battery storage systems	1984	Jim Petersen, CEO
11	Carollo Engineers Inc. ⑪ carollo.com	2700 Ygnacio Valley Rd. #300 Walnut Creek, CA 94598 925-932-1710	\$290 million ¹	138	1,089	Water and wastewater engineering firm	1933	B. Narayanan, President/CEO
12	Bay Cities Paving & Grading Inc. ⑰ baycities.us	1450 Civic Ct. #B 400 Concord, CA 94520 925-687-6666	\$216.76 million	NR	225	General engineering, heavy construction	1964	Ben Rodriguez, President
13	O.C. Jones & Sons Inc. ⑯ ocjones.com	1520 4th St. Berkeley, CA 94710 510-526-3424	\$193 million	NR	NR	General engineering construction company	1924	Robert Layne, President/CEO
14	McGuire and Hester ⑮ mcguireandhester.com	2810 Harbor Bay Pkwy. Alameda, CA 94502 510-632-7676	\$180 million ¹	NR	NR	Civil engineering and construction services	1926	Michael Hester, President
15	Entisys360 ⑳ entisys360.com	1855 Gateway Blvd. #730 Concord, CA 94520 925-688-8989	\$162.4 million	40	128	Virtualization, security, automation, cloud	1988	Michael Strohl, President/CEO
16	Revolution Foods Inc. ⑱ revolutionfoods.com	8393 Capwell Dr. #200 Oakland, CA 94621 510-596-9024	\$150 million	NR	NR	School meals manufacturer	2006	Kristin Groos Richmond, CEO Kirsten Saenz Tobey, CIO
17	10x Genomics ³ ㉓ 10xgenomics.com	7068 Koll Center Pkwy. #401 Pleasanton, CA 94566 925-401-7300	\$146.31 million	NR	310	DNA sequencing technology	2012	Serge Saxonov, CEO
18	Toyota Material Handling Northern California ㉒ tmhnc.com	6999 Southfront Rd. Livermore, CA 94551 800-527-3746	\$120, million ¹	120	215	Sales, service, parts, rental of material handling equipment	1997	Mark Andres, President/CEO
19	Alten Construction Inc. ㉑ altenconstruction.com	1141 Marina Way S. Richmond, CA 94804 510-234-4200	\$115 million	130	130	Commercial general contractor	1995	Robert Alten, President/CEO
20	Heffernan Insurance Brokers ㉔ heffins.com	1350 Carlback Ave. Walnut Creek, CA 94596 925-934-8500	\$110 million ¹	NR	335	Insurance brokerage	1988	F. Michael Heffernan, President/CEO
21	Wente Family Estates ⑫ wentevineyards.com	5565 Tesla Rd. Livermore, CA 94550 925-456-2300	\$107 million	320	350	Winery	1883	Carolyn Wente, Marketing manager
22	Cornerstone Staffing Solutions Inc. ㉕ cornerstone-staffing.com	7020 Koll Center Pkwy. #100 Pleasanton, CA 94566 925-426-6900	\$105 million	25	140	Staffing and recruiting services	2003	Steve Drexel, President/CEO
23	R.F. MacDonald Co. ㉚ rfmacdonald.com	25920 Eden Landing Rd. Hayward, CA 94545 510-784-0110	\$100, million ¹	NR	285	Mechanical equipment sales and service	1956	Jim MacDonald, President
24	Relation Insurance Services ㉖ relationinsurance.com	1277 Treat Blvd. #400 Walnut Creek, CA 94597 925-937-8787	\$99.1 million	NR	480	Insurance brokerage	2004	Joe Tatum, CEO
25	Ascent Services Group ㉗ network.ascentsg.com	1001 Galaxy Way #405 Concord, CA 94520 925-627-4900	\$98.2 million	NR	NR	Staffing and workforce management	2000	Joseph Nordlinger, President/CEO

CLOSER LOOK

\$14.8B

Total revenue in fiscal year 2018 for the 50 East Bay private companies on the List combined

\$96M

Median revenue in fiscal year 2018 for a company on the List

ABOUT THE LIST
This List includes independent, privately held companies in FY 2018 (not subsidiaries or divisions of other companies), that are headquartered in the East Bay, which is defined as Alameda and Contra Costa counties.

Information was obtained from company representatives and SFBT research. In case of ties, East Bay employees was used as secondary ranking criteria.

The following companies ranked last year did not respond to requests for information: Stacy and Witbeck (No. 7), YapStone Inc. (No. 12), Kovarus Inc. (No. 13), Bell-Carter Foods Inc. (No. 14), Accela (No. 19), MDC Vacuum Products LLC (No. 40), WCI-GC (No. 41), Vila Construction Co. (No. 43), E2 Consulting Engineers Inc. (No. 44) and SAGE Centers for Veterinary Specialty & Emergency Care (No. 50).

WANT TO BE ON THE LIST?
If you wish to be surveyed when The List is next updated, or if you wish to be considered for other Lists, email your contact information to Ahalya Srikant at asrikant@bizjournals.com.

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¹ Number is based on SFBT research.

² According to Bloomberg.

³ Company went public in 2019.

NOTES: * - did not rank. NR - not reported.

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PRIVATE COMPANIES IN THE EAST BAY (26-50)

RANKED BY 2018 REVENUE

	Business name/Prior rank Website	Address Phone	Fiscal year 2018 companywide revenue	East Bay employees	Companywide employees	Business description	Year founded	Top local executive(s)
26	ZCON Builders 29 zconbuilders.com	780 W. Grand Ave. Oakland, CA 94612 510-444-4190	\$94.61 million	NR	40	General contractor	1996	Charles Zakskorn, President
27	Streamlinevents Inc. 42 streamlinevents.com	6005 Shellmound St. #200 Emeryville, CA 94608 510-463-6000	\$92.55 million	58	69	Marketing strategy, meetings management and events	2002	Annette Chinn, CEO
28	Advanced Rx Management Inc. 37 advancedrxmgt.com	2430 Camino Ramon #240 San Ramon, CA 94583 888-772-7250	\$90 million ¹	28	70	Pharmaceutical services company	2010	Jeff Azevedo, President/CEO
29	Ashby Lumber 33 ashbylumber.com	824 Ashby Ave. Berkeley, CA 94710 510-843-4832	\$85.41 million	NR	NR	Retail lumberyard	1968	Dan Easley, CEO
30	Markstein Sales Co. 30 marksteinsalescompany.com	1645 Drive-in Way Antioch, CA 94509 925-755-1919	\$85 million	165	165	Beer distribution	1919	Laura Markstein- Gallagher, CEO
31	East Bay Restaurant Supply Inc. 26 eastbayrestaurantsupply.com	49 4th St. Oakland, CA 94607 510-465-4300	\$85 million ¹	NR	NR	Wholesale distributor to the food service industry	1934	John Breznikar, President
32	Intelliswift Software Inc. 36 intelliswift.com	39600 Balentine Dr. #200 Newark, CA 94560 510-370-2600	\$80.12 million	45	1,100	Product engineering, IT services and staffing	2001	Pat Patel, President/ CEO
33	Shames Construction Company Ltd. 32 shames.com	5826 Brisa St. Livermore, CA 94550 925-606-3000	\$77.16 million	44	54	Commercial general contractor	1987	Carolyn Shames, President/CEO
34	Bayside Interiors Inc. 28 baysideinteriors.com	3220 Darby Cmn. Fremont, CA 94539 510-438-9171	\$76.23 million	NR	NR	Commercial specialty subcontractor	1984	Steven Rivera, CEO Tim Hogan, President Michael Nicholson, COO
35	Sugar Bowl Bakery 35 sugarbowlbakery.com	1963 Sabre St. Hayward, CA 94545 510-782-2118	\$75 million ¹	NR	NR	Food manufacturer	1984	Andrew Ly, President/ CEO
36	Cogent Solutions & Supplies ² 31 cogentsupplies.com	3200 Regatta Blvd. #F Richmond, CA 94804 510-307-4242	\$72.48 million	NR	NR	Distributor and consultant of packaging materials and equipment	1988	Philip Ferris, President/CEO
37	AEI Consultants 45 aeiconsultants.com	2500 Camino Diablo Walnut Creek, CA 94597 925-746-6000	\$71 million	NR	NR	Commercial real estate consulting firm	1992	Holly Neber, CEO
38	Harris & Associates Inc. 31 weareharris.com	1401 Willow Pass Rd. #500 Concord, CA 94520 925-827-4900	\$63.3 million	NR	NR	Civil engineering and construction management services	1974	Lisa Larrabee, CEO
39	Maximum Games Inc. 34 maximumgames.com	590 Ygnacio Valley Rd. #220 Walnut Creek, CA 94596 NR	\$58.73 million	35	50	Full-service video game publisher and distributor	2009	Christina Seelye, CEO
40	Dowd and Guild Inc. 43 dowdandguild.com	14 Crow Canyon Ct. #200 San Ramon, CA 94583 925-820-7222	\$55.26 million	NR	40	Chemical distributor to the paint, coatings, ink, plastic, composites, building products and related industries	1986	Patrick Kelly, President
41	Anderson Commercial Flooring 46 andersoncls.com	1000 W. Grand Ave. Oakland, CA 94607 510-652-1032	\$53.5 million	195	195	Flooring contractor	1954	Tom Christophe, President
42	RE/MAX Accord 49 remaxaccord.com	313 Sycamore Valley Rd. W. Danville, CA 94526 925-838-4100	\$52.3 million	NR	NR	Real estate brokerage	1996	John Stadler, Broker/ Owner
43	Broadway Mechanical- Contractors 47 broadwaymechanical.com	873 81st Ave. Oakland, CA 94621 510-746-4000	\$50 million	150	150	Design-build mechanical and plumbing contractor	1989	Fred Nurisso, CEO Kenneth Nurisso, President
44	GT Brands 31 goodsnacks.com	25 Orinda Way #300A Orinda, CA 94563 415-762-0600	\$50 million	NR	NR	Food manufacturer	2004	Dan Hoskins, CEO
45	Engineering/ Remediation Resources Group Inc. 31 errg.com	4585 Pacheco Blvd. #200 Martinez, CA 94553 925-969-0750	\$49 million	NR	NR	Environmental remediation, engineering and construction	1997	Cynthia Liu, President/CEO
46	Legacy Real Estate & Associates ERA Powered 31 legacyrea.com	41111 Mission Blvd. Fremont, CA 94539 510-744-3500	\$41.63 million	NR	17	Real estate	1993	Bill Aboumrاد, Owner/Manager
47	Red Top Electric Co. 31 teamredtop.com	6751 Southfront Rd. Livermore, CA 94551 925-667-2900	\$40.05 million	125	125	Electrical and low voltage systems design and construction	1946	Michael Curran, CEO
48	Del Monte Electric Co. Inc. 31 delmonteelectric.com	6998 Sierra Ct. Dublin, CA 94568 925-829-6000	\$40 million	NR	NR	Electrical contractor	1938	Scott Mullins, President
49	MBH Architects Inc. 31 mbharch.com	960 Atlantic Ave. Alameda, CA 94501 510-865-8663	\$39.75 million	NR	NR	Architecture firm	1989	John McNulty Dennis Heath, Founding principals
50	Cromer Material Handling 31 cromer.com	4701 Oakport St. Oakland, CA 94601 510-534-6566	\$38.5 million	NR	NR	Distributor for forklifts, material handling equipment and electric vehicles	1989	Marshall Cromer, President

¹ Number is based on SFBT research.

² Formerly known as Oakland Packaging and Supply.

NOTES: * - did not rank. NR - not reported.

► CLOSER LOOK

JUST MISSED THE LIST

Ranked by fiscal year 2018
companywide revenue

Sensiba San
Filippo LLP

\$31M

Dahlin Group
Architecture
Planning

\$28M

Commercial
Casework Inc.

\$26M

TEECOM

\$22M

ABOUT THE LIST

This List includes
independent, privately held
companies in FY 2018 (not
subsidiaries or divisions of
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headquartered in the East
Bay, which is defined as
Alameda and Contra Costa
counties.

Information was
obtained from company
representatives and SFBT
research. In case of ties,
East Bay employees was
used as secondary ranking
criteria.

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PUBLIC COMPANIES IN THE EAST BAY

RANKED BY FISCAL YEAR 2018 REVENUE

	Business name/Prior rank Website	Headquarters/ Phone	2018 revenue	2017 revenue	One- year revenue change	2018 net income (loss)	Market capitalization at end of 2018 fiscal year	Industry	Stock ticker symbol	Recent stock price ¹	CEO(s)
1	Chevron ① chevron.com	San Ramon 925-842-1000	\$166.34 billion	\$141.72 billion	17.4%	\$14.82 billion	\$207.87 billion	Energy	CVX	\$114.00	Michael Wirth
2	Synnex Corp. ② synnex.com	Fremont 510-656-3333	\$20.05 billion	\$17.05 billion	17.6%	\$300.6 million	\$4.13 billion	Services	SNX	\$87.00	Dennis Polk
3	Ross Stores Inc. ③ rossstores.com	Dublin 925-965-4400	\$14.98 billion	\$14.13 billion	6%	\$1.59 billion	\$34.14 billion	Services	ROST	\$93.00	Barbara Rentler
4	Lam Research Corp. ④ lamresearch.com	Fremont 510-572-0200	\$11.08 billion	\$8.01 billion	38.2%	\$2.38 billion	\$28.36 billion	Technology	LRCX	\$175.00	Tim Archer
5	Clorox Co. ⑤ thecloroxcompany.com	Oakland 510-271-7000	\$6.12 billion	\$5.97 billion	2.5%	\$823 million	\$17.52 billion	Consumer goods	CLX	\$149.00	Benno Dorer
6	TriNet Group Inc. ⑥ trinet.com	Dublin 510-352-5000	\$3.5 billion	\$3.28 billion	7%	\$192 million	\$2.96 billion	Services	TNET	\$63.00	Burton Goldfield
7	Workday Inc. ⑩ workday.com	Pleasanton 925-951-9000	\$2.82 billion	\$2.14 billion	31.7%	(\$418.26 million)	\$39.57 billion	Technology	WDAY	\$204.00	Aneel Bhusri
8	Logitech International ⑧ logitech.com	Newark 510-795-8500	\$2.57 billion	\$2.22 billion	15.6%	\$208.54 million	\$6.01 billion	Technology	LOGI	\$37.00	Bracken Darrell
9	The Cooper Companies Inc. ⑪ coopercos.com	Pleasanton 925-460-3600	\$2.53 billion	\$2.14 billion	18.4%	\$139.9 million	\$12.69 billion	Health care	COO	\$298.00	Albert White III
10	Bio-Rad Laboratories Inc. ⑨ bio-rad.com	Hercules 510-724-7000	\$2.29 billion	\$2.16 billion	6%	\$365.61 million	\$6.95 billion	Health care	BIO	\$287.00	Norman Schwartz
11	Central Garden & Pet Co. ⑫ central.com	Walnut Creek 925-948-4000	\$2.22 billion	\$2.05 billion	7.8%	\$123.59 million	\$1.94 billion	Consumer goods	CENT	\$28.00	George Roeth
12	Smart Modular Technologies Inc. ⑬ smartm.com	Newark 510-623-1231	\$1.29 billion	\$761.29 million	69.3%	\$119.46 million	\$735.92 million	Technology	SGH	\$17.00	Ajay Shah
13	Ultra Clean Holdings Inc. ⑯ uct.com	Hayward 510-576-4400	\$1.1 billion	\$924.35 million	18.6%	\$36.6 million	\$330.45 million	Technology	UCTT	\$13.00	James Scholhamer
14	Simpson Manufacturing Co. Inc. ⑮ simpsonmfg.com	Pleasanton 925-560-9000	\$1.08 billion	\$977.03 million	10.4%	\$126.63 million	\$2.49 billion	Industrial goods	SSD	\$61.00	Karen Colonias
15	Veeva Systems Inc. ⑰ veeva.com	Pleasanton 925-452-6500	\$862.2 million	\$685.57 million	25.8%	\$229.83 million	\$15.85 billion	Technology	VEEV	\$154.29	Peter Gassner
16	Exelixis Inc. ❸ exelixis.com	Alameda 650-837-7000	\$853.83 million	\$452.48 million	88.7%	\$690.07 million	\$5.88 billion	Health	EXEL	\$19.59	Michael Morrissey
17	Ichor Holdings Ltd. ㉑ ichorsystems.com	Fremont 510-897-5200	\$824.61 million	\$655.89 million	25.7%	\$57.88 million	\$372.5 million	Technology	ICHR	\$21.10	Tom Rohrs
18	Natus Medical Inc. ❹ natus.com	Pleasanton 650-802-0400	\$530.89 million	\$500.97 million	6%	(\$22.94 million)	\$1.14 billion	Healthcare	BABY	\$24.90	Jim Hawkins
19	FormFactor Inc. ㉔ formfactor.com	Livermore 925-290-4000	\$529.68 million	\$548.44 million	-3.4%	\$104.04 million	\$1.04 billion	Technology	FORM	\$14.36	Mike Slessor
20	McGrath RentCorp. ㉒ mgrc.com	Livermore 925-606-9200	\$498.33 million	\$462.03 million	7.9%	\$79.41 million	\$1.24 billion	Services	MGRC	\$56.23	Joseph Hanna
21	Penumbra Inc. ㉕ penumbrainc.com	Alameda 510-748-3200	\$444.94 million	\$333.76 million	33.3%	\$6.6 million	\$4.22 billion	Health care	PEN	\$142.70	Adam Elsesser
22	ARC Document Solutions Inc. ㉔ e-arc.com	Walnut Creek 925-949-5100	\$401.78 million	\$394.58 million	1.8%	\$8.87 million	\$93.87 million	Services	ARC	\$2.00	Kumarakulasingam Suriyakumar
23	AssetMark ² ❶ assetmark.com	Concord 800-664-5345	\$363.63 million	\$245.2 million	48.3%	\$10.34 million	NR	Finance	AMK	NR	Charles Goldman
24	Enphase Energy ❷ enphase.com	Fremont 877-797-4743	\$316.16 million	\$286.17 million	10.5%	(\$11.63 million)	\$502.9 million	Technology	ENPH	\$15.17	Paul Nahi
25	DASAN Zhone Solutions Inc. ❸ dasanzhone.com	Oakland 510-777-7000	\$282.35 million	\$247.11 million	14.3%	\$2.77 million	\$230.56 million	Technology	ZHNE	\$13.08	Yung Kim

► CLOSER LOOK

\$244B

Total combined 2018 revenue of the 25 largest East Bay public companies

15%

Increase in revenue in 2018 from 2017 for the 25 companies on the List combined

15

Number of companies from Alameda and Contra Costa counties that also appear on the Greater Bay Area Public Companies List

ABOUT THE LIST

This List includes public companies headquartered in the East Bay, which is defined as Alameda and Contra Costa counties.

Information was obtained from Equilar, an executive compensation solutions firm, and supplemented by company websites.

Revenue figures are rounded to the second decimal place.

Blackhawk Network Holdings Inc. became a private company. Impax Laboratories Inc. joined with Amneal Pharmaceuticals and now operates out of Bridgewater Township, New Jersey.

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¹ Stock price as of June 1, 2019. ² Company went public in 2019.

SOURCE: Equilar, an executive compensation solutions firm and SFBT research.

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WOMEN-OWNED BUSINESSES IN THE EAST BAY

RANKED BY FISCAL YEAR 2018 COMPANYWIDE REVENUE

	Company/Prior rank Website	Address Phone	Revenue 2018	Business description	Year founded	Headquarters	Percent women- owned	Women owner(s)
1	ASI Computer Technologies Inc. ① asipartner.com	48289 Fremont Blvd. Fremont, CA 94538 510-226-8000	\$1.2 billion	Computer component and hardware distributor	1987	Fremont	51%	Christine Liang
2	Telecare Corp. ② telecarecorp.com	1080 Marina Village Pkwy. #100 Alameda, CA 94501 510-337-7950	\$338 million	Mental health care	1965	Alameda	60%	Anne Bakar, Nanci Bakar Fredkin
3	Cornerstone Staffing Solutions Inc. ③ cornerstone-staffing.com	7020 Koll Center Pkwy. #100 Pleasanton, CA 94566 925-426-6900	\$105 million	Staffing and recruiting services	2003	Pleasanton	100%	Mary Anderson
4	Streamlineevents Inc. ⑦ streamlineevents.com	6005 Shellmound St. #200 Emeryville, CA 94608 510-463-6000	\$92.55 million	Marketing strategy, meetings management and events	2002	Emeryville	90%	Annette Chinn
5	Ashby Lumber ⑥ ashbylumber.com	824 Ashby Ave. Berkeley, CA 94710 510-843-4832	\$85.41 million	Retail lumberyard	1968	Berkeley	57.81%	Emily Morgan, Kathleen Brown, Jennifer Brown, Sarah Cone, Melissa Hogan, Kathryn Hogan
6	Markstein Sales Co. ④ marksteinsalescompany.com	1645 Drive-in Way Antioch, CA 94509 925-755-1919	\$85 million	Beer distribution	1919	Antioch	51%	Laura Markstein-Gallagher
7	Shames Construction Company Ltd. ⑤ shames.com	5826 Brisa St. Livermore, CA 94550 925-606-3000	\$77.16 million	Commercial general contractor	1987	Livermore	100%	Carolyn Shames
8	Maximum Games Inc. ☼ maximumgames.com	590 Ygnacio Valley Rd. #220 Walnut Creek, CA 94596 NR	\$58.73 million	Full-service video game publisher and distributor	2009	Walnut Creek	80%	Christina Seelye
9	Engineering/Remediation Resources Group Inc. ⑨ errg.com	4585 Pacheco Blvd. #200 Martinez, CA 94553 925-969-0750	\$49 million	Environmental remediation, engineering and construction	1997	Martinez	51%	Cynthia Liu
10	Carol H. Williams Advertising ⑧ carolhwilliams.com	1625 Clay St. #800 Oakland, CA 94612 510-763-5200	\$49 million ¹	Creative communications agency	1986	Oakland	100%	Carol H. Williams
11	Eric F. Anderson Inc. ☼ efainc.com	1066 Beecher St. San Leandro, CA 94577 510-430-8404	\$34.11 million	Commercial general contractor, specializing in retail construction	1945	San Leandro	100%	Kristin Anderson, Leona Anderson
12	Mommy's Bliss ⑫ mommysbliss.com	1003 W. Cutting Blvd. #110 Richmond, CA 94804 877-457-4955	\$29.9 million	Makes dietary supplements and wellness products	1999	Richmond	52.2%	Yasmin Kaderali, Roshan Kaderali
13	Ironwood Commercial Builders Inc. ⑬ ironwoodcommercialbuilders.com	3953 Industrial Way #E Concord, CA 94520 925-609-8356	\$28.84 million	General contractor, commercial construction	2007	Concord	51%	Nancy Brinkerhoff
14	Zero Waste Solutions Inc. ☼ zerowastesolutions.com	1850 Gateway Blvd. #1030 Concord, CA 94520 925-270-3339	\$24.67 million	Facility support services for commercial organizations	2002	Concord	62%	Shavila Singh
15	Red Oak Realty ⑮ redoakrealty.com	1891 Solano Ave. Berkeley, CA 94705 510-292-2000	\$23.25 million	Residential real estate	1976	Berkeley	100%	Vanessa Bergmark
16	MadeToOrder ☼ madetoorder.com	1244 A Quarry Ln. Pleasanton, CA 94566 925-484-0600	\$21.96 million	Corporate branded merchandise	2003	Pleasanton	58%	Sandy Gonzalez, Barbara Brown
17	Bishop-Wisecarver Group ⑭ bwc.com	2104 Martin Way Pittsburg, CA 94565 925-439-8272	\$21.41 million	Linear and rotary motion manufacturer	1950	Pittsburg	71%	Pamela Kan
18	Blaisdell's Business Products ⑰ blaisdells.com	474 Roland Way Oakland, CA 94621 510-483-3600	\$20.55 million	Office supply dealer	1950	Oakland	75%	Margee Witt
19	Bjork Construction Company Inc. ⑳ bjorkconstruction.com	4420 Enterprise Pl. Fremont, CA 94538 510-656-4688	\$20.28 million	General contractor, carpentry subcontractor, build design	1988	Fremont	100%	Jean Bjork, Jessica Madrigal
20	American Packaging ⑯ amerpkg.com	1515 Alvarado St. San Leandro, CA 94577 510-877-9000	\$19.03 million	Packaging materials, packaging design, industrial supplies and equipment	1976	San Leandro	100%	Kaye Leedham Herning
21	Freed Associates ⑪ freedassociates.com	412 Yale Ave. Kensington, CA 94708 510-525-1853	\$16.3 million	Health care consulting firm	1991	Kensington	100%	Dava Freed
22	Spectrum Lithograph Inc. ⑱ spectrumlithograph.com	4300 Business Center Dr. Fremont, CA 94538 510-438-9192	\$16.1 million	Commercial printing, specializing in package printing	1981	Fremont	90%	Fernanda Pereira
23	TekValley Corporation Inc. ㉔ tekvalley.com	4695 Chabot Dr. #200 Pleasanton, CA 94588 925-558-2275	\$14.99 million	Custom software solutions, artificial intelligence, big data	2000	Pleasanton	100%	Seema Chawla
24	Xantrion Inc. ㉚ xantrion.com	651 Thomas L Berkeley Way Oakland, CA 94612 510-272-4701	\$14.64 million	Cybersecurity and IT support for mid-sized organizations	2000	Oakland	51%	Anne Bisagno
25	RoseRyan ☼ roseryan.com	35473 Dumbarton Ct. Newark, CA 94560 510-456-3056	\$14 million	Finance and accounting consulting firm	1993	Newark	100%	Kathy Ryan

¹ Company reported no major changes and requested last year's revenue be listed.

ABOUT THE LIST: This List includes privately-held companies that are 51 percent or more women-owned and headquartered in the East Bay, which is defined as Alameda and Contra Costa counties. Information was obtained from company representatives. In case of ties, Bay Area employees was used as secondary ranking criteria. Borg Fence's 2018 revenue figure was corrected from the number that originally published on the List, so it was removed and RoseRyan now ranks No. 25.

NOTES: * - did not rank. NR - not reported.

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TECH EMPLOYERS IN THE EAST BAY

RANKED BY NUMBER OF EMPLOYEES IN EAST BAY OFFICES

	Business name/Prior rank Website	East Bay office address Phone	East Bay employees	Companywide employees	Business description	Headquarters	Year founded	Top local executive(s)
1	Tesla Inc. ① tesla.com	45500 Fremont Blvd., Fremont, CA 94538 650-681-5100	10,000	40,000	Electric vehicle manufacturer	Palo Alto	2003	Elon Musk, CEO
2	Workday Inc. ③ workday.com	6110 Stoneridge Mall Rd., Pleasanton, CA 94588 925-951-9000	4,311	10,345	Finance and HR cloud applications	Pleasanton	2005	Aneel Bhusri, CEO
3	Lam Research Corp. ② lamresearch.com	4650 Cushing Pkwy., Fremont, CA 94538 510-572-0200	3,300	10,200	Semiconductor equipment	Fremont	1980	Tim Archer, President/CEO
4	GE ¹ ④ ge.com	2623 Camino Ramon San Ramon, CA 94583 925-242-6200	1,625	300,000	Software and analytics	Boston	1892	Pat Byrne, CEO, GE Digital
5	Oracle Corp. ⑤ oracle.com	5805 Owens Dr., Pleasanton, CA 94588 925-694-3000	1,580 ²	137,000	Business SaaS application suites, database platforms and cloud infrastructure	Redwood City	1977	Safra Catz, CEO
6	Pixar Animation Studios ⑥ pixar.com	1200 Park Ave., Emeryville, CA 94608 510-922-3000	1,207	1,233	Animation studio with technical, creative and production capabilities	Emeryville	1986	Jim Morris, President
7	Pandora Media Inc. ³ ⑦ pandora.com	2100 Franklin St. #700, Oakland, CA 94612 510-451-4100	1,095	1,948	Music streaming service	Oakland	2000	Jim Meyer, CEO, Sirius XM ⁴
8	Western Digital Corp. ⁵ ⑧ wdc.com	44100 Osgood Rd., Fremont, CA 94539 510-683-7000	1,082	67,000	Data storage products	San Jose	1970	Stephen Milligan, CEO
9	Synnex Corp. ⑨ synnex.com	44201 Nobel Dr., Fremont, CA 94538 510-656-3333	962	225,000	IT distribution and business process services	Fremont	1980	Dennis Polk, President/CEO
10	Ellie Mae Inc. ⑩ elliemae.com	4420 Rosewood Dr. #500, Pleasanton, CA 94588 925-227-7000	920	1,514	Software and services for the residential mortgage industry	Pleasanton	1997	Jonathan Corr, President/CEO
11	SAP ⑪ sap.com	2700 Camino Ramon #400, San Ramon, CA 94583 925-236-5000	857	95,000	Business application software	Walldorf, Germany	1972	Max Wessel, Chief innovation officer
12	Veeva Systems Inc. ⑬ veeva.com	4280 Hacienda Dr., Pleasanton, CA 94588 925-452-6500	670	2,482	Cloud-based software for the life sciences industry	Pleasanton	2007	Peter Gassner, CEO
13	Logitech International ⑫ logitech.com	7700 Gateway Blvd., Newark, CA 94560 510-795-8500	599	3,310	Personal computer and mobile accessories	Newark	1981	Bracken Darrell, President/ CEO
14	Blackhawk Network Holdings Inc. ⑪ blackhawknetwork.com	6220 Stoneridge Mall Rd., Pleasanton, CA 94588 925-226-9990	567	3,169	Financial technology including gift cards and payments	Pleasanton	2001	Talbott Roche, President/CEO
15	EFI ⑰ efi.com	6750 Dumbarton Cir., Fremont, CA 94555 650-357-3500	435	3,400	Products, technology and services for digital imaging	Fremont	1989	Frank Mallozzi, Chief revenue officer Toby Weiss, SVP, EFI Fiery
16	OSIsoft LLC ⑱ osisoft.com	1600 Alvarado St., San Leandro, CA 94577 510-297-5800	432	1,416	Data management software	San Leandro	1980	J. Patrick Kennedy, CEO
17	Five9 Inc. ㉔ five9.com	4000 Executive Pkwy. #400, San Ramon, CA 94583 925-201-2000	338	1,002	Cloud contact center software	San Ramon	2001	Rowan Trollope, CEO
18	Adobe ㉓ adobe.com	1250 53rd St., Emeryville, CA 94608 510-653-0126	330	20,000	Marketing and document management software	San Jose	1982	Shantanu Narayen, Chairman/ President/CEO
19	Siemens Building Technologies ㉔ usa.siemens.com	25821 Industrial Blvd. #300, Hayward, CA 94545 510-783-6000	325	379,000	Technology and infrastructure for energy efficient buildings	Munich, Germany	1847	Brian Pollock, General manager, Building Technologies, Hayward
20	Asteelflash ⑮ asteelflash.com	4211 Starboard Dr., Fremont, CA 94538 510-440-2840	320	6,200	Electronic manufacturing services/contract manufacturing	Paris, France	1999	Albert Yanez, President, Asteelflash Americas/EVP, Asteelflash Group
21	Meyer Sound ☼ meyersound.com	2832 San Pablo Ave., Berkeley, CA 94702 510-486-1166	295	350	Loudspeaker manufacturer	Berkeley	1979	John Meyer, President/CEO Helen Meyer, EVP
22	YapStone Inc. ☼ yapstone.com	2121 N. California Blvd. #400, Walnut Creek, CA 94596 866-289-5977	267	405	Online and mobile payment processor	Walnut Creek	1999	Tom Villante, Chairman/CEO David Weiss, President
23	ADP ㉑ adp.com	4125 Hopyard Rd., Pleasanton, CA 94588 925-251-5300	250	58,000	HR software	Roseland, N.J.	1949	Mindy O'Toole, Division VP, talent management
24	Wind River ㉒ windriver.com	500 Wind River Way, Alameda, CA 94501 510-748-4100	250	1,300	Software for infrastructure	Alameda	1981	Jim Douglas, President
25	Marqeta Inc. ☼ marqeta.com	180 Grand Ave. 5th Fl., Oakland, CA 94612 888-462-7738	235	232	Technology platform to process payments	Oakland	2010	Jason Gardner, CEO

► CLOSER LOOK

32,163

Total East Bay employees working for the 25 tech companies on the List. Nearly one-third of those employees work for No. 1 Tesla.

JUST MISSED THE LIST

Ranked by East Bay employees

Gracenote

230

Rimini Street Inc.

174

Turnitin

164

Accele

146

ABOUT THE LIST

This List includes tech companies located in the East Bay, which is defined as Alameda and Contra Costa counties. Information was obtained from company representatives and SFBT research. Employee counts do not include contractors. In case of ties, companywide employees was used as secondary ranking criteria.

The List excludes cleantech, medical device and biotech companies, nonprofit organizations and government agencies.

Dell EMC (ranked No. 14) did not respond to requests for updated employee counts.

CallidusCloud (ranked No. 19 on last year's List) was acquired by SAP in April 2018.

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¹ Last year, GE was listed as GE Digital, a division of the parent company.

² Figure reflects estimate of Pleasanton employees per city of Pleasanton's most recent Comprehensive Annual Financial Report.

³ Numbers reflect estimates from Pandora.

⁴ Not locally based. Sirius XM owns Pandora.

⁵ Numbers reflect estimates from Western Digital.

NOTES: * - did not rank. NR - not reported.

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CONSTRUCTION PROJECTS IN THE EAST BAY

UNDERWAY IN OCTOBER 2019, RANKED BY CONSTRUCTION COST

	Project Address	Description	Construction cost	Start date	End date	Owner/Developer	Architect	Contractor
1	The Skyline at Temescal 3883 Turquoise Way Oakland 94609	402-unit tower, 13,000 square feet of retail, 230 parking spaces in an above-ground garage	\$196.6 million	5/18	Q2 2020	Boston Properties	Solomon Cordwell Buenz (SCB)	Build Group 415-367-9399 buildgc.com
2	Walnut Creek Transit Village Parcel 2 101 Pringle Ave. Walnut Creek 94596	Mixed-use development with 358 units, 14,500 square feet of retail	\$155.5 million	9/19	6/22	Blake Griggs Properties, Mitsui Fudosan America	BDE Architecture	Deacon Construction LLC 925-401-1700 deacon.com
3	277 27th 277 27th St. Oakland 94612	419 units	\$155 million	9/18	5/21	Holland Partner Group	HKS Architects	Holland Construction Inc. 360-694-7888 hollandpartnergroup.com
4	Bayer Cell Culture Technology Center 800 Dwight Way, B68 Berkeley 94710	40,000-square-foot biopharma therapeutics clinical and launch supply facility	\$150 million ¹	5/19	10/21	Bayer	NR	Fluor Corp. 469-398-7000 fluor.com
5	Jack London Square Parcel F2 40 Harrison St. Oakland 94611	8-story residential development with 333 apartments and ground-floor retail	\$130 million	3/18	1/20	CIM Group	Solomon Cordwell Buenz (SCB)	Suffolk 415-848-0500 suffolk.com
6	Viamonte 2801 Shadelands Dr. Walnut Creek 94598	4-story, 191-unit continuing care retirement community with independent living, assisted living and memory care units	\$126.97 million	5/18	3/20	Northern California Presbyterian Homes & Services	HKIT Architects	Cahill Contractors 415-986-0600 cahill-sf.com
7	601 City Center 601 12th St. Oakland 94612	24-story office tower with below-grade parking	\$120 million	5/17	11/19	Shorenstein Properties	KSH Architects	Hathaway Dinwiddie Construction Co. 415-986-2718 hathawaydinwiddie.com
8	East Bay Bus Rapid Transit International Boulevard Oakland and San Leandro 94621	Reconfiguration of International Boulevard, including new platforms, signals, paving and pedestrian access to improve AC Transit service	\$110 million	8/17	12/19	AC Transit	KSH Architects	O.C. Jones & Sons Inc. 510-526-3424 ocjones.com
9	Boehringer Ingelheim Fremont Operations Expansion 6701 Kaiser Dr. Fremont 94555	75,000 square feet of advanced biologics manufacturing facilities, including a new warehouse and office space	\$102 million	7/17	12/19	Boehringer Ingelheim Fremont	Jacobs Engineering, DGA	Turner Construction Co./Dome Construction Corp. 510-267-8100/ 650-416-5600 turnerconstruction.com/ domebuilds.com
10	Brooklyn Basin Parcel C 219 9th Ave. Oakland 94606	241 rental units atop parking and retail space	\$101.69 million	4/19	4/21	Zarsion Essex LLC	Studio T Square	James E. Roberts-Obayashi Corp. 925-820-0600 jerocorp.com
11	1100 Clay 1100 Clay St. Oakland 94607	16-story mixed-use development with 288 units, commercial/retail space and public plaza	\$99 million	3/18	1/20	CIM Group	HKS Architects	Suffolk 415-848-0500 suffolk.com
12	Renaissance II Apartments 1905 Concord Blvd. Concord 94520	180 apartments totaling 440,447 square feet	\$98.93 million	8/16	5/20	Legacy Partners	Architects Orange	Johnstone Moyer Inc. 650-570-6161 johnstonemoyer.com
13	51st & Telegraph 5110 Telegraph Ave. Oakland 94609	204 units with 34,000 square feet of retail over two levels of subterranean parking	\$98.7 million	10/17	Q1 2020	RAD Urban	RAD Urban	RAD Urban 510-398-0888 radurban.com
14	Contra Costa County Administration Building & Emergency Operations Center 1025 Escobar St. (Admin) and 50 Glacier Dr. (EOC) Martinez 94553	4-story, 71,000-square-foot county administration building and 2-story, 38,000-square-foot Emergency Operations Center (EOC) and Public Safety Building	\$97.79 million	5/18	3/20	Contra Costa County	Fentress Architects (Admin)/Dreyfuss + Blackford (EOC)	Hensel Phelps 408-452-1800 henselphelps.com
15	Fremont High School Expansion & Renovations 4610 Foothill Blvd. Oakland 94601	New school entry, a new 2-story building with 12 classrooms, modernization of an existing 2-story classroom building and construction of a new football field, gym and Wellness Center	\$95.3 million	3/18	12/20	Oakland Unified School District	LCA Architects, Quattrocchi Kwok Architects	Cahill Contractors/Focon Joint Venture 415-986-0600/ 510-465-6319 cahill-sf.com ²
16	Oakland Global Logistics Center 2000 Maritime St. Oakland 94607	Three industrial buildings totaling 678,000 square feet	\$95 million ³	10/16	6/20	Prologis	RMW Architecture & Interiors	The Whiting-Turner Contracting Co. 925-485-0800 whiting-turner.com
17	Brooklyn Basin Parcel F (Paseo Estero and Vista Estero) Brooklyn Basin Parcel F Oakland 94606	Two 6-story buildings with 193 parking stalls	\$94.2 million	12/18	12/20	MidPen Housing	HKIT Architects	Nibbi Brothers General Contractors 415-863-1820 nibbi.com
18	Webster Eleven 301 12th St. Oakland 94607	8-story residential development with 333 apartments, 26,000 square feet of retail	\$93 million	4/18	Q4 2020	The Martin Group/Brookfield Property Partners	BDE Architecture/VTBS	Johnstone Moyer Inc. 650-570-6161 johnstonemoyer.com
19	Pacific Commons South, Phase 1 5567 Cushing Pkwy., 44408-44509 Pacific Commons Blvd. Fremont 94538	Four buildings in a 10-building, 1.7 million-square-foot advanced manufacturing development	\$92 million	5/18	2/20	Overton Moore Properties, Invesco	HPA Inc.	Millie and Severson 925-227-0700 mandsinc.com
20	Alexan Downtown Danville 375 Diablo Rd. Danville 94526	144 apartments	\$90 million ¹	6/19	Summer 2020	Trammell Crow Residential	LCA Architects	Trammell Crow Residential 415-381-3001 crowholdings.com
21	Alameda Point Site A, Phase 1 1900 Ferry Point Rd. Alameda 94501	Infrastructure work for the first phase of the redevelopment of the Naval Air Station Alameda, including new streets, water, sewage and electrical lines ⁴	\$86 million	5/18	2/20	City of Alameda, Alameda Point Partners ⁵	N/A; BKF Engineers: civil engineer	DeSilva Gates Construction 925-829-9220 desilvagates.com
22	1717 Webster 1717 Webster St. Oakland 94612	247 units	\$80 million	12/17	2/20	Holland Partner Group	Solomon Cordwell Buenz (SCB)	Holland Construction Inc. 360-694-7888 hollandpartnergroup.com
22	Locale @ State Street 39195 State St. Fremont 94538	157 residential units including 76 attached rowhomes and 81 condos, 21,000 square feet of retail	\$80 million	6/16	Winter 2019/2020	SummerHill Homes	KTGY Architecture + Planning	SummerHill Homes 925-244-7500 summerhillhomes.com
24	Patterson Pass Water Treatment Plant Improvements 8750 Patterson Pass Rd. Livermore 94550	Increase plant capacity to 24 million gallons per day and improve cleaning process to remove contaminants	\$76.14 million	3/19	1/22	Zone 7 Water Agency	Psomas	Overaa Construction 510-234-0926 overaa.com
25	Alameda Point Block 9 201 W. Atlantic Ave. Alameda 94501	Mixed-use development with 200 market-rate units, 10,000 square feet of retail, parking for 200 cars	\$74.21 million	6/19	6/21	Cypress Equity Investments	PYATOK architecture + urban design	James E. Roberts-Obayashi Corp. 925-820-0600 jerocorp.com

¹ Total project cost.

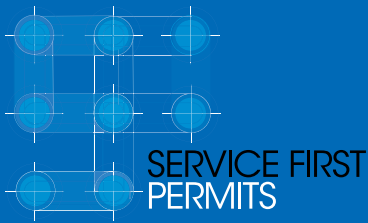
² Construction management firm: Cordoba Corp., 415-930-9987, cordobacorp.com.

³ Cost reflects the last estimate available to the SFBT in 2017. Prologis did not provide an updated cost.

⁴ The first phase of the project will eventually include 673 housing units, 100,000 square feet of retail.

⁵ Alameda Point Partners is a joint venture led by Trammell Crow Residential, srmERNST Development Partners and financial partner Cypress Equity Investments.

ABOUT THE LIST: This List includes construction projects underway in Alameda and Contra Costa counties in October 2019. Information was obtained from project contractors, owners, developers and SFBT research. Project end dates are estimated. NR - not reported.



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CONSTRUCTION PROJECTS IN OAKLAND

UNDERWAY IN NOVEMBER 2019, RANKED BY CONSTRUCTION COST

	Project Address	Description	Construction cost	Start date	End date	Owner/Developer	Architect	Contractor
1	The Skyline at Temescal 3883 Turquoise Way Oakland 94609	402-unit tower, 13,000 square feet of retail, 230 parking spaces in an above-ground garage	\$196.6 million	5/18	Q2 2020	Boston Properties	Solomon Cordwell Buenz (SCB)	Build Group 415-367-9399 buildgc.com
2	277 27th 277 27th St. Oakland 94612	419 units	\$155 million	9/18	5/21	Holland Partner Group	HKS Architects	Holland Construction Inc. 360-694-7888 hollandpartnergroup.com
3	Jack London Square Parcel F2 40 Harrison St. Oakland 94611	8-story residential development with 333 apartments and ground-floor retail	\$130 million	3/18	1/20	CIM Group	Solomon Cordwell Buenz (SCB)	Suffolk 415-848-0500 suffolk.com
4	601 City Center 601 12th St. Oakland 94612	24-story office tower with below-grade parking	\$120 million	5/17	11/19	Shorenstein Properties	KSH Architects	Hathaway Dinwiddie Construction Co. 415-986-2718 hathawaydinwiddie.com
5	East Bay Bus Rapid Transit International Boulevard Oakland and San Leandro 94621	Reconfiguration of International Boulevard, including new platforms, signals, paving and pedestrian access to improve AC Transit service	\$110 million	8/17	12/19	AC Transit	KSH Architects	O.C. Jones & Sons Inc. 510-526-3424 ocjones.com
6	Brooklyn Basin Parcel C 219 9th Ave. Oakland 94606	241 rental units atop parking and retail space	\$101.69 million	4/19	4/21	Zarsion Essex LLC	Studio T Square	James E. Roberts-Obayashi Corp. 925-820-0600 jerocorp.com
7	1100 Clay 1100 Clay St. Oakland 94607	16-story mixed-use development with 288 units, commercial/retail space and public plaza	\$99 million	3/18	1/20	CIM Group	HKS Architects	Suffolk 415-848-0500 suffolk.com
8	51st & Telegraph 5110 Telegraph Ave. Oakland 94609	204 units with 34,000 square feet of retail over two levels of subterranean parking	\$98.7 million	10/17	Q1 2020	RAD Urban	RAD Urban	RAD Urban 510-398-0888 radurban.com
9	Fremont High School Expansion & Renovations 4610 Foothill Blvd. Oakland 94601	New school entry, a new 2-story building with 12 classrooms, modernization of an existing 2-story classroom building and construction of a new football field, gym and Wellness Center	\$95.3 million	3/18	12/20	Oakland Unified School District	LCA Architects, Quattrocchi Kwok Architects	Cahill Contractors/Focon Joint Venture 415-986-0600/510-465-6319 cahill-sf.com ¹
10	Oakland Global Logistics Center 2000 Maritime St. Oakland 94607	Three industrial buildings totaling 678,000 square feet	\$95 million ²	10/16	6/20	Prologis	RMW Architecture & Interiors	The Whiting-Turner Contracting Co. 925-485-0800 whiting-turner.com
11	Brooklyn Basin Parcel F (Paseo Estero and Vista Estero) Brooklyn Basin Parcel F Oakland 94606	Two 6-story buildings with 193 parking stalls	\$94.2 million	12/18	12/20	MidPen Housing	HKIT Architects	Nibbi Brothers General Contractors 415-863-1820 nibbi.com
12	Webster Eleven 301 12th St. Oakland 94607	8-story residential development with 333 apartments, 26,000 square feet of retail	\$93 million	4/18	Q4 2020	The Martin Group/Brookfield Property Partners	BDE Architecture/VTBS	Johnstone Moyer Inc. 650-570-6161 johnstonemoyer.com
13	1717 Webster 1717 Webster St. Oakland 94612	247 units	\$80 million	12/17	2/20	Holland Partner Group	Solomon Cordwell Buenz (SCB)	Holland Construction Inc. 360-694-7888 hollandpartnergroup.com
14	The Key at 12th 1100 Broadway Oakland 94607	18-story office building above 12th Street BART, including three roof decks ³	\$70 million	1/18	2/20	Ellis Partners	Gensler ⁴	Hathaway Dinwiddie Construction Co. 415-986-2718 hathawaydinwiddie.com
15	Broadway/Valdez Apartments 2820 and 2855 Broadway Oakland 94611	221 units, 9,682 square feet of retail, 187 parking stalls	\$64.15 million	10/17	3/20	Alliance Residential	BAR Architects	Johnstone Moyer 650-570-6161 johnstonemoyer.com
16	Ice House 950 W. Grand Ave. Oakland 94607	134 solar, all-electric townhomes	\$64 million	9/16	2021	City Ventures Homebuilding	Hunt Hale Jones Architects	City Ventures 415-964-1097 cityventures.com
17	226 13th 226 13th St. Oakland 94612	261 units	\$60 million	2/18	2/20	Holland Partner Group	BDE Architecture	Holland Construction Inc. 360-694-7888 hollandpartnergroup.com
18	Assembly 3000 Broadway Oakland 94611	127 apartments and 8,000 square feet of retail	\$50 million	1/18	6/20	Lowe	BDE Architecture	ZCON Builders 510-444-4190 zconbuilders.com
19	The Center for Oakland USD 2850 West St. Oakland 94608	43,000-square-foot centralized kitchen, with a garden, educational center, classrooms and support spaces	\$47 million	11/17	12/19	Oakland Unified School District	CAW Architects	Overaa Construction 510-234-0926 overaa.com
20	Glenview Elementary School 4215 La Cresta Ave. Oakland 94602	Demo of an existing campus and construction of a new 55,322-square-foot, 2-story elementary school	\$46.1 million	6/16	12/19	Oakland Unified School District	HKIT Architects	ADCo/Alten Construction Joint Venture 510-234-4200 altenconstruction.com
21	Moxy Hotel 2225 Telegraph Ave Oakland 94612	7-story building with 172 rooms and 65,000 square feet with ground level commercial retail	\$40 million	6/19	11/20	Tidewater Capital/Graves Hospitality	Lowney Architecture/RSP Architects	Suffolk 415-848-0500 suffolk.com
22	Casa Arabella 3611 E. 12th St. Oakland 94601	94 units over partial ground floor parking for 47 cars	\$38 million	1/18	11/19	East Bay Asian Local Development Corporation & The Unity Council	PYATOK architecture + urban design	Branagh Inc. 510-638-6455 branaghinc.com
23	Station House South 1818 14th St. Oakland 94607	47 solar all-electric townhomes, 1,673 sf - 1,918 sf	\$27 million	3/17	12/19	City Ventures Homebuilding	Hunt Hale Jones	City Ventures 415-964-1097 cityventures.com
24	3268 San Pablo 3268 San Pablo Ave. Oakland 94608	6-story affordable rental housing development of 51 apartments for low income seniors	\$22 million	7/19	10/20	Satellite Affordable Housing Associates	HKIT Architects	Nibbi Brothers General Contractors 415-863-1820 nibbi.com
25	Camino 23 1245 23rd Ave. Oakland 94606	37-unit affordable housing apartment building	\$16.06 million	6/18	11/19	Satellite Affordable Housing Associates	PYATOK architecture + urban design	Cahill Contractors 415-986-0600 cahill-sf.com

¹ Construction management firm: Cordoba Corp., 415-930-9987, cordobacorp.com.

² Cost reflects the last estimate available to the SFBT in 2017. Prologis did not provide an updated cost.

³ Connected to existing historic 8-story building.

⁴ Bionic designed the streetscape and roof decks.

Housing 2.0



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COMMERCIAL REAL ESTATE BROKERAGES

IN THE EAST BAY, RANKED BY GROSS DOLLAR VOLUME OF SALES AND LEASING TRANSACTIONS GENERATED OUT OF EAST BAY OFFICES IN 2018

	Business name Website	Address Phone	2018 sum of sales and leasing transactions out of East Bay offices ¹	East Bay agents	2018 commercial sales and leasing transactions	2018 commercial square feet leased and sold for clients	Top local executive(s)
1	Cushman & Wakefield cushmanwakefield.com	555 12th St. #1400 Oakland, CA 94607 510-763-4900	\$1.8 billion	62	745	18.02 million	Mike Smith, Northwest regional managing principal
2	Colliers International colliers.com	1999 Harrison St. #1750 Oakland, CA 94612 510-986-6770	\$1.47 billion	80	879	12.8 million	Ken Meyersieck, Regional executive managing director, San Francisco East Bay region
3	Newmark Knight Frank ngkf.com	1111 Broadway #100 Oakland, CA 94607 510-923-6200	\$940.22 million	50	709	5.92 million	Chuck Seufferlein, President, Western region
4	JLL us.jll.com	1331 N. California Blvd. #350 Walnut Creek, CA 94596 925-944-2140	\$547.27 million	20	NR	NR	Andy Poppink, President, West
5	Lee & Associates lee-associates.com	520 3rd St. #105 Oakland, CA 94607 510-903-7600	\$543.97 million	46	580	6.15 million	Craig Hagglund Jessica Mauser, Managing principals
6	NAI Northern California nainorcal.com	475 14th St. #700 Oakland, CA 94612 510-336-4712	\$173.54 million	17	61	557,706	James Kilpatrick, President
7	Cresa San Francisco East Bay cresa.com	505 14th St. #900 Oakland, CA 94612 415-394-1020	\$159.91 million	8	43	1.79 million	Matt Elmquist Scott Stone, Managing principals
8	Avison Young avisonyoung.com	1111 Broadway #1650 Oakland, CA 94607 510-254-4255	\$105.93 million	5	NR	733,220	Charlie Allen, Principal/ Managing director
9	LCB Associates lcbassociates.com	388 17th St. #200 Oakland, CA 94612 510-763-7016	\$95.4 million	5	50	300,000	Steven Banker, President
10	Marcus & Millichap marcusmillichap.com	555 12th St. #1750 Oakland, CA 94607 510-379-1200	\$86 million	21	27	NR	Alan Pontius, SVP/National director, specialty divisions Ramon Kochavi, Regional manager David Nelson, Regional manager
11	Lockehouse Retail Group Inc. lockehouse.com	2099 Mt. Diablo Blvd. #206 Walnut Creek, CA 94596 925-627-7900	\$72.35 million	10	57	1.67 million	Adria Giacomelli, Agent
12	CRS, Commercial Real Estate Services crsrealestate.com	1450 Maria Lane #200 Walnut Creek, CA 94596 925-933-0200	\$34.4 million	3	47	500,000	Dave Granger, Partner
13	Ellwood Commercial Real Estate ellwoodcommercial.com	1345 Grand Ave. #101, Piedmont, 94610, 510-238-9111	\$34.17 million	2	20	NR	Patrick Ellwood, President Barbara Kami, VP
14	Coldwell Banker Commercial cbcworldwide.com	1495 Shattuck Ave. Berkeley, CA 94709 510-486-1495	\$33.34 million	5	20	NR	Charlie Young, President/CEO
15	TRI Commercial Real Estate Services Inc. tricommercial.com	1777 Oakland Blvd. #220 Walnut Creek CA 94596 925-296-3300	\$32.6 million	20	NR	NR	Edward Del Beccaro, EVP/East Bay regional manager
16	R&D Commercial Properties NR	101 Ygnacio Valley Rd. #303 Walnut Creek, CA 94596 925-945-1116	\$16.5 million	1	28	132,000	John Donatoni, Principal

CLOSER LOOK

\$6.1B

Total dollar volume of sales and leasing transactions generated out of East Bay offices in 2018 by all 16 brokerages on the List

355

Total number of East Bay commercial agents working for the 16 brokerages on the List

ABOUT THE LIST

This List includes commercial real estate brokerages with offices in the East Bay. Information was obtained from firm representatives. All numbers pertain to East Bay offices.

No prior rank is included because the ranking criteria changed from number of agents to gross dollar volume of sales and leasing transactions in the most recent year. CBRE, a large Bay Area brokerage, declined to participate in this year's List.

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¹ Gross dollar volume of commercial sales and leasing transactions generated out of East Bay offices in calendar year 2018, regardless of where the project was located.

NOTES: NR - not reported.

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OFFICE LEASES IN OAKLAND

IN 2018, RANKED BY SQUARE FEET LEASED

Tenant	Square feet leased	Address	Tenant's agency	Landlord	Landlord's agency	Type of lease
1 Square Inc. ¹	355,762	1955 Broadway, Oakland	JLL	CIM Group	Newmark Knight Frank	New
2 WeWork	67,983	2201 Broadway, Oakland	Savills	TMG Partners	Cushman & Wakefield	New
3 Everlaw Inc.	49,568	2101 Webster St., Oakland	Cresa	Starwood Capital ²	CBRE	Sublease
4 California Department of Insurance	46,908	1901 Harrison St., Oakland	CBRE	CIM Group	CBRE	New
5 Spaces	45,661	66 Franklin St., Oakland	NR	CIM Group	Cushman & Wakefield	New
6 Minted.com	20,529	1221 Broadway, Oakland	Colliers International	KKR & Co., TMG Partners	JLL	Renewal
7 Kaiser Foundation Hospitals & Health Plan	20,041	969 Broadway, Oakland	Colliers International	11 West Ninth Street Property Owner LP	CBRE	New ³
8 Acuity Brands	19,836	55 Harrison St., Oakland	Newmark Knight Frank	CIM Group	Faller Real Estate	Sublease
9 Fagan Friedman & Fulfrost LLP	18,497	70 Washington St., Oakland	Savills	CIM Group	Cushman & Wakefield	Renewal
10 Sedgwick Claims Management Services	17,316	180 Grand Ave., Oakland	CBRE	Harvest Properties, KKR & Co.	CBRE	New
11 CI&T	16,525	1330 Broadway, Oakland	Avison Young	KKR & Co.	Cushman & Wakefield	New
12 Pacific Business Centers Oakland	16,068	1300 Clay St., Oakland	Cushman & Wakefield	KBS REIT II	CBRE	Renewal
13 Tetra Tech Inc.	14,919	1999 Harrison St., Oakland	NR	Clarion Partners	Avison Young	Renewal
14 Family Support Services	14,840	303 Hegenberger Rd., Oakland	Cushman & Wakefield	Vertical Ventures	CBRE	New
15 Broadly Inc.	13,177	1500 Broadway, Oakland	Cushman & Wakefield	Highbridge Equity Partners	NR	Renewal
16 Parsons Transportation Group	12,741	555 12th St., Oakland	NR	Principal Financial Group	Cushman & Wakefield	Renewal
17 SEIU UHW-West & Joint Employer Education Fund	12,066	1000 Broadway, Oakland	Cresa	Sparknight	Cushman & Wakefield	New
18 ChangeLab Solutions	11,613	2201 Broadway, Oakland	Kidder Mathews	TMG Partners	Cushman & Wakefield	Renewal
19 Weaver Austin Villeneuve & Sampson LLP	10,500	1111 Broadway, Oakland	Colliers International	UC Regents	Cushman & Wakefield	New
20 Huge	10,252	409 13th St., Oakland	Newmark Knight Frank	Highbridge Equity Partners	Cushman & Wakefield	New
21 Health Net Federal Services	10,224	675 Hegenberger Rd., Oakland	Cushman & Wakefield	675 Hegenberger Partners	TRI Commercial	New
22 Borrego Solar	10,142	1814 Franklin St., Oakland	JLL	Harvest Properties	Avison Young	New
23 Keenan & Associates	10,081	1111 Broadway, Oakland	NR	UC Regents	Cushman & Wakefield	Renewal
24 LendUp	10,000	1740-1750 Broadway, Oakland	JLL	Rubicon Point Partners	JLL	New
25 MDRC	9,937	475 14th St., Oakland	JLL	Alameda County Employees' Retirement Association	Avison Young	Renewal

CLOSER LOOK

845k

Total combined square feet leased in Oakland's 25 largest office leases on the List

DIVERSE INDUSTRIES

Oakland's 25 largest leases of 2018 feature tenants that work in an array of industries — reflecting a bit more variety than San Francisco's largest 2018 leases, which reported 16 tech tenants.

Technology	6
Construction, design and engineering	3
Co-working	3
Nonprofit	3
Energy	2
Health care	2
Insurance	2
Law	2
Education	1
Government	1

ABOUT THE LIST

This List includes office leases signed from Jan. 1, 2018 through Dec. 31, 2018, in Oakland.

Information was obtained from Cushman & Wakefield, Newmark Knight Frank, Colliers International and SFBT research.

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¹ Expansion to Oakland from San Francisco.

² CIM Group was the landlord when the lease was signed. CIM Group sold 2101 Webster St. to Starwood Capital in 2019.

³ Six-month short-term lease.

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INSURANCE BROKERAGES IN THE EAST BAY

RANKED BY EAST BAY PREMIUM VOLUME

	Business name/Prior rank Website	Address Phone	2018 East Bay premium volume	2018 Bay Area premium volume	East Bay agents and brokers	East Bay employees	2018 companywide revenue	Top local executive(s)
1	Alliant Insurance Services Inc. ① alliant.com	100 Pine St. 11th Fl. San Francisco, CA 94111 415-403-1400	\$744.4 million	\$1.17 billion	8	58	\$1.35 billion	Roger Arlen, EVP/Managing director
2	EPIC Insurance Brokers & Consultants ¹ ③ epicbrokers.com	425 California St. 24th Fl. San Francisco, CA 94104 415-356-3900	\$648.39 million	\$991.96 million	196	251	\$575 million	Brian Quinn, Regional president, Pacific Central
3	Brown and Brown of Northern California (DBA Sitzmann Morris & Lavis Insurance Agency) ② smlinc.com	3697 Mt. Diablo Blvd. #100 Lafayette, CA 94549 510-452-0458	\$610 million	\$610 million	68	102	\$1.9 billion	Matthew Sitzmann, EVP
4	Marsh & McLennan Insurance Agency LLC ⑤ mma-west.com	1340 Treat Blvd. #250 Walnut Creek, CA 94597 925-482-9300	\$500 million	\$625 million	65	70	NR	Jeff Calder, Principal/Managing director, Bay Area
5	Heffernan Insurance Brokers ④ heffins.com	1350 Carlbach Ave. Walnut Creek, CA 94596 925-934-8500	\$374.92 million	\$653.46 million	16	143	\$110 million ²	F. Michael Heffernan, President/CEO
6	NFP ⑥ nfp.com	3470 Mt. Diablo Blvd. #A100 Lafayette, CA 94549 925-254-7100	\$359.95 million	\$469.89 million	20	48	\$1.07 billion	John Hohman, Regional president, West
7	McGriff Insurance Services ³ ⑦ careplusbenefits.com	4480 Willow Rd. Pleasanton, CA 94588 925-463-9672	\$300 million	\$310 million	62	72	\$1.96 billion	John Cranston, Matt Swinnerton, Area presidents
8	Gallagher ⑦ ajg.com	1255 Battery St. #450 San Francisco, CA 94111 415-546-9300	\$286.92 million	\$1.54 billion	10	92	\$5.04 billion	James Buckley, Regional president, Northwest Bruce Caldwell, Area president
9	Keenan ⑨ keenan.com	1111 Broadway #2000 Oakland, CA 94607 510-986-6750	\$225 million	\$225 million	10	53	\$205 million	John Scatterday, SVP/public agency employee benefits practice leader
10	ABD Insurance & Financial Services ⑪ theabdtteam.com	3 Waters Park Dr. #100 San Mateo, CA 94403 650-488-8565	\$172 million	\$724 million	25	30	\$79 million	Brian Hetherington, Chairman Kurt de Grosz, President
11	Hub International Insurance Services ⑩ california.hubinternational.com	3000 Executive Pkwy. #300 San Ramon, CA 94583 925-866-7050	\$145 million	\$680 million	55	60	NR	Mark Johnson, EVP, Concord Jim Vawter, EVP
12	ONEDigital Health and Benefits ⁴ ⑫ onedigital.com	19200 Stevens Creek Blvd. #210 Cupertino, CA 95014 650-567-9400	\$132 million	\$197 million	19	19	\$330 million	Jeff Fallick, Regional managing principal
13	Granite Insurance Brokers & E-COMP ⑬ graniteins.com	6600 Koll Center Pkwy. 1st Fl. Pleasanton, CA 94566 925-462-8400	\$91 million	\$91 million	27	32	\$6.38 million	Shawn Edgington, President/CEO
14	USI Insurance Services ⑭ usi.com	201 Mission St. #1100 San Francisco, CA 94105 206-577-6886	\$87.54 million	\$418.65 million	70	75	\$1.7 billion	Steve Freeman, President of employee benefits
15	IOA Insurance Services ⑮ ioausa.com	3875 Hopyard Rd. #240 Pleasanton, CA 94588 925-416-7862	\$82 million	\$82 million	12	36	\$209 million	Paul Sullivan, Regional managing partner
16	Legacy Risk & Insurance Services LLC ⑯ legacyrisk.net	1850 Mt. Diablo Blvd. #400 Walnut Creek, CA 94596 925-482-1000	\$66.98 million	\$66.98 million	14	31	NR	Cory Higgins, Daniel McCormick, Managing partners
17	Pacific Diversified Insurance Services Inc. ⑰ pdins.com	363 Civic Dr. #100 Pleasant Hill, CA 94523 925-686-2860	\$51 million	\$51 million	18	20	\$1.5 billion	Steve Callaway, Principal
18	McDermott Costa Co. Inc. ⑱ mcdermottcosta.com	1045 MacArthur Blvd. San Leandro, CA 94577 510-351-7460	\$48 million	\$48 million	25	32	NR	John Johnson, President
19	One Risk Group ⑲ oneriskgroup.com	5976 W. Las Positas Blvd. #100 Pleasanton, CA 94588 925-226-7350	\$47 million	\$47 million	21	23	\$4.7 million	Jon Turner, President/CEO
20	Relation Insurance Services ⑳ relationinsurance.com	1277 Treat Blvd. #400 Walnut Creek, CA 94597 925-937-8787	\$43.5 million	\$63.9 million	7	35	\$99.1 million	Joe Tatum, CEO
21	CF&P Insurance Brokers ㉑ cfpinsurance.com	101 Ygnacio Valley Rd. #200 Walnut Creek, CA 94596 925-956-7700	\$22 million	\$22 million	15	17	NR	Paul Coupin, President
22	Santa Maria & Co. Risk & Insurance Services ㉒ smcrisk.com	1550 Parkside Dr. #200 Walnut Creek, CA 94596 925-956-7600	\$20 million	\$20 million	4	11	NR	Carl Santa Maria, CEO Craig Santa Maria, President/COO
23	R.L. Milsner Inc. Insurance Brokerage ㉓ rlmilsner.com	1233 Alpine Rd. Walnut Creek, CA 94596 925-932-0424	\$15 million	\$30.5 million	20 ⁵	12	NR	Richard Milsner, President
24	G2 Insurance Services ㉔ g2insurance.com	140 New Montgomery St. 21st Fl. San Francisco, CA 94105 415-426-6600	\$8.49 million	\$38.45 million	9	9	\$9.67 million	Matthew Goldman, Jason Goldman, Principals
25	Peck & Peck Insurance Brokers ㉕ peck-peck.com	1724 Laurel St. San Carlos, CA 94070 650-592-5591	\$4.5 million	\$30.5 million	2	2	NR	Jim Peck, Owner

► CLOSER LOOK

\$5.09B

Total combined 2018 East Bay premium volume for the 25 insurance brokerages on the List

MOST EAST BAY AGENTS AND BROKERS

EPIC Insurance Brokers & Consultants

196

USI Insurance Services

70

Brown and Brown of Northern California

68

Marsh & McLennan Insurance Agency

65

McGriff Insurance Services (BB&T)

62

ABOUT THE LIST

This List includes insurance brokerages located in the East Bay, which is defined as Alameda and Contra Costa counties.

Information was obtained from firm representatives. In case of ties, companies are listed alphabetically.

Dealey, Renton & Associates (ranked No. 12 on last year's List) and Pinnacle Brokers Insurance Solutions (No. 15) declined to participate. Salsbury & Associates Insurance Services (No. 25) was acquired.

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¹ EPIC Holdings acquired Integro Holdings Inc. as of January 2019. Figures reflect combined operations of EPIC Insurance Brokers & Consultants and Integro Insurance Brokers, which ranked No. 17 on last year's List.

² Number is based on SFBT research.

³ Formerly known as BB&T Insurance Services Inc.

⁴ ONEDigital Health and Benefits' East Bay premium volume was erroneously reported as \$18 million when the List originally published April 12, 2019.

⁵ Not all licensed agents/brokers are employees, with some being 1099 producers.



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ACCOUNTING FIRMS IN THE EAST BAY

RANKED BY EAST BAY CLIENT SERVICE PROFESSIONALS

	Business name/Prior rank Website	East Bay office location Phone	East Bay client service professionals	Greater Bay Area client service professionals	U.S. client service professionals	Greater Bay Area offices	2018 companywide revenue	Top local executive
1	Armanino LLP ① armaninolp.com	San Ramon: 925-790-2600	195	411	889	3	NR	Matt Armanino, CEO
2	RoseRyan Inc. ② roseryan.com	Newark: 510-456-3056	86	86	106	1	\$14 million	Kathy Ryan, CEO/CFO
3	BPM LLP ⑧ bpmcpa.com	Walnut Creek: 925-296-1040	85	480	565	4	\$97.6 million	Brad Holsworth, Partner
4	Lindquist LLP ⑤ lindquistcpa.com	San Ramon: 925-277-9100	76	76	109	1	\$17.2 million	Joseph Thiermann, Managing partner
5	Thomas Doll ¹ ⑨ thomasdoll.com	Walnut Creek: 877-939-2500	70	70	80	1	\$15 million	Judy Calle, Executive director
6	Vavrinek Trine Day & Co. LLP ⑦ vtdcpa.com	Pleasanton: 925-734-6600	53	90	350	4	\$50 million	Terri Montgomery, Partner
7	Sensiba San Filippo LLP ⑫ ssfilp.com	Pleasanton: 925-271-8700	52	102	119	5	\$31.1 million	John Sensiba, Managing partner
8	Deloitte LLP and its subsidiaries ③ deloitte.com	Oakland: 510-251-4400; Pleasanton: 925-965-2800	50	3,123	NR	4	NR	Kirsten Rhodes, San Francisco managing partner
9	Novogradac & Company LLP ⑬ novoco.com	Walnut Creek: 925-949-4300	49	154	656	3	\$147.42 million	Rick Hutchins, Partner
10	RINA Accountancy Corp. ④ rina.com	Oakland: 510-893-6908; Walnut Creek: 925-210-2180	47	75	77	3	\$18 million	Ed Fahey, President
11	Johnston Gremaux & Rossi LLP ⑩ jgrcpa.com	Pleasant Hill: 925-944-1881	44	44	44	1	NR	Edward Lampe, Managing partner
12	MGO LLP ⑯ mgocpa.com	Walnut Creek: 925-274-0190	42	58	335	3	\$60 million	Kevin O'Connell, Managing partner/CEO Cynthia Pon, Partner
13	Mowat Mackie & Anderson LLP ⑭ mowat.com	Oakland: 510-893-1120	34	34	34	1	NR	Lorna Padia Markus, Partner
14	CliftonLarsonAllen LLP ⑰ claconnect.com	Walnut Creek: 925-943-1776	33	65	NR	3	\$950 million	Julian Xavier, Managing principal, Walnut Creek office
15	Greenstein Rogoff Olsen & Co. LLP ⑮ groco.com	Fremont: 510-797-8661	32	37	40	2	NR	Alan Olsen, Managing partner
16	Moss Adams LLP ⑰ mossadams.com	Walnut Creek: 925-952-2500	26	348	2,413	3	\$690 million	Wenli Wang, Partner-in- charge
17	JHS CPAs LLP ⑱ jhs.com	Danville: 925-820-1821	21	21	29	1	NR	James Kepke, Managing partner
17	Rubens Partners LLP ㉑ rubenscpa.com	Lafayette: 925-444-4000	21	21	21	1	NR	Sharon Rubens, Managing partner
19	Goldstein Enright Accountancy Corp. ㉒ goldstein-enright.com	San Ramon: 925-552-8200; Fremont: 510-793-2130	16	22	22	3	NR	Robert Goldstein, President
20	Sweeney Kovar LLP ㉔ cpask.com	Danville: 925-648-3660	14	14	14	1	NR	Joseph Kovar, Managing partner Kevin Sweeney, Partner
21	OBFM Accountants Inc. ㉔ obfminc.com	Emeryville: 510-653-8160	13	13	13	1	NR	Ann Fukumoto, Managing partner
22	Kevin W. Harper CPA & Assoc. ㉕ kevinharpercpa.com	Oakland: 510-593-5037	12	12	12	1	NR	Kevin Harper, Managing partner
22	LTD Global LLC ㉕ ltdglobal.com	Pleasanton: 925-598-0056	12	12	12	1	\$3.24 million	Lili Tarachand, CEO
24	Jerry Sung CPA & Associates Ⓢ sungcpa.com	Emeryville: 510-652-4849	11	11	11	2	\$1.65 million	Jerry Sung, CEO/CPA
25	Shea Labagh Dobberstein - Certified Public Accountants & Advisors Ⓢ sldcpa.com	Walnut Creek: 415-397-4444	9	99	99	3	\$25 million	Adam Buttery, Principal

¹ Previously listed as Thomas Wirig Doll.
NOTES: NR - not reported. * - did not rank.

► **CLOSER LOOK**

1,103

Total number of East Bay client service professionals working for the 25 firms on the List

4,578

Total number of Greater Bay Area client service professionals working for the 25 firms on the List

ABOUT THE LIST

This List includes accounting firms with offices in the East Bay, which is defined as Alameda and Contra Costa counties. Information was obtained from firm representatives and reflects numbers as of the first quarter of 2019.

In case of ties, Greater Bay Area client service professionals was used as secondary ranking criteria. The Greater Bay Area is defined as the counties of Alameda, Contra Costa, Marin, Monterey, San Benito, San Francisco, San Mateo, Santa Clara and Santa Cruz.

Maze & Assoc. (ranked No. 6 on last year's List) did respond to requests for updated information. KPMG LLP (No. 11) no longer breaks out its Walnut Creek office separately, as operationally it is part of the firm's San Francisco office. Squar Milner LLP (No. 23) no longer has an Oakland office, as it combined with the San Francisco office.

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LAW FIRMS IN THE EAST BAY

RANKED BY NUMBER OF EAST BAY LAWYERS

	Business name/Prior rank Website	East Bay office locations Phone	East Bay lawyers	Bay Area lawyers	Companywide lawyers	Sample of specialty practice areas	Top local executive(s)
1	Wendel Rosen Black & Dean LLP ① wendel.com	Oakland: 510-834-6600	63	63	63	Business, real estate, litigation	Daniel Rapaport, Managing partner
2	Berding & Weil LLP ⑧ berding-weil.com	Walnut Creek: 925-838-2090	46	46	NR	Construction defect litigation, HOA law, real estate	Tyler Berding, Principal
3	Donahue Fitzgerald LLP ⑤ donahue.com	Oakland: 510-451-3300 Walnut Creek: 925-746-7770	43	48	48	Intellectual property, business and corporate, trusts and estates	Andrew MacKay, Managing partner
4	Miller Starr Regalia ③ msrlegal.com	Walnut Creek: 925-935-9400	40	46	46	Real estate/business transactions, commercial/business litigation	Ella Gower, Managing shareholder
5	Meyers Nave ④ meyersnave.com	Oakland: 510-808-2000	40	41	63	Environmental, labor and employment, municipal law	David Skinner, Managing principal
6	Wood Smith Henning & Berman LLP ⑦ wshblaw.com	Concord: 925-222-3400	34	34	271	Real estate, business litigation, environmental litigation	Gregory Arakawa, Managing partner, Northern California
7	Burnham Brown ⑥ burnhambrown.com	Oakland: 510-444-6800	33	33	33	Litigation, employment, real estate, insurance, construction, retail and hospitality	John Verber, Managing partner
8	Dentons ⑨ dentons.com	Oakland: 415-882-5000	30	99	9,000	Intellectual property, litigation, insurance	Sonia Martin, Managing partner, Oakland/San Francisco
9	Goldfarb & Lipman LLP ⑫ goldfarblipman.com	Oakland: 510-836-6336	28	28	50	Affordable housing, public agencies, community economic development	Karen Tiedemann, Managing partner
10	Lozano Smith ⑮ lozosmith.com	Walnut Creek: 925-953-1620	25	36	103	Facilities and business, labor and employment, local government/ special districts	Edward Sklar, Office managing partner, Walnut Creek
11	Foley & Mansfield ⑪ foleymansfield.com	Walnut Creek: 510-590-9500	25	25	178	Toxic/mass tort/environmental defense, product liability defense, construction defect litigation	C.J. Manoli, Managing partner, Walnut Creek
11	Kazan, McClain, Satterley & Greenwood PLC ⑬ kazanlaw.com	Oakland: 877-995-6372	25	25	25	Asbestos personal injury and wrongful death litigation for mesothelioma victims, pro bono INS asylum work	Steven Kazan, Managing principal
13	Gordon Rees Scully Mansukhani LLP ① ⑭ gordonrees.com	Oakland: 510-463-8600	23	144	873	Employment, construction, insurance	Adam Sugarman, Office managing partner
14	Reuben, Junius & Rose LLP * reubenlaw.com	Oakland: 510-257-5589	22	22	22	Land use, transactional, condo and subdivisions and permitting	James Reuben Andrew Junius Kevin Rose, Partners
15	Littler Mendelson PC ⑯ littler.com	Walnut Creek: 925-932-2468	21	120	1,524	Labor and employment	Gregory Iskander, Office managing shareholder (Walnut Creek)
16	Clapp Moroney Vucinich Beeman & Scheley * clappmoroney.com	Pleasanton: 925-734-0990	20	40	40	Construction defect litigation, general civil litigation, governmental civil litigation	Christopher Beeman, Senior partner, Pleasanton Jeffrey Vucinich, Managing partner
17	Brown, Gee & Wenger LLP * bgwcounsel.com	Walnut Creek: 925-943-5000	20	20	20	Business, real estate, employment	Michael Brown, Managing partner
18	Boornazian, Jensen & Garthe ⑱ bjg.com	Oakland: 510-834-4350	19 ²	19 ²	19 ²	Insurance defense litigation	Robert Lueck, Managing partner
19	Bowles & Verna LLP ⑲ bowlesverna.com	Walnut Creek: 925-935-3300	17 ²	17 ²	17 ²	Civil litigation, catastrophic/ personal injury, real estate, general business	Richard Bowles, Managing partner
20	Atkinson, Andelson, Loya, Ruud & Romo ⑰ aalrr.com	Pleasanton: 925-227-9200	16	32	188	Education law, employment law, construction law	Chesley Quaide, Partner
21	Brothers Smith LLP ⑳ brothersmithlaw.com	Walnut Creek: 925-944-9700	15	15	15	Business, employment, estate and wealth succession planning, tax, probate, real estate, litigation	Roger Brothers J. Wesley Smith, Co-managing principals
22	Hanson Bridgett LLP * hansonbridgett.com	Walnut Creek: 925-746-8460	14	146	165	Litigation, real estate, corporate	Eric Clarke, Partner
23	Newmeyer & Dillion LLP ㉑ ndlf.com	Walnut Creek: 925-988-3200	14	14	71	Business law, real estate and construction litigation, insurance law	Brian Morrow, Office managing partner Alan Packer, Managing partner
24	Berry Appleman & Leiden LLP * balglobal.com	Walnut Creek: 925-378-6200	12	51	136	Corporate immigration legal services	Frieda Garcia, Partner David Berry, Founding partner
25	Galloway, Lucchese, Everson & Picchi ㉒ glattys.com	Pleasant Hill: 925-930-9090	12 ²	12 ²	12 ²	Medical malpractice insurance defense	G. Patrick Galloway, Managing partner

► CLOSER LOOK

657

Total number of East Bay lawyers working for the 25 firms on the list

5

Number of new firms on the list, which include Reuben Junius & Rose (No. 14), Clapp Moroney Vucinich Beeman & Scheley (No. 16), Brown, Gee & Wenger LLP (No. 17), Hanson Bridgett (No. 22), Berry Appleman & Leiden LLP (No. 24)

ABOUT THE LIST

This List includes law firms located in the East Bay, which is defined as Alameda and Contra Costa counties.

Information was obtained from company representatives and reflects data as of December 2018-January 2019. In case of ties, Bay Area lawyers was used as secondary ranking criteria.

From last year, Burke Williams & Sorensen (No. 10) and Greenan Pepper Sallander & Lally LLP (No. 22) did not update numbers by press time. Archer Norris PLC (No. 2) filed for bankruptcy.

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1 Also known as Gordon & Rees.

2 Information obtained from firm website.

NOTES: * - did not rank. NR - not reported.

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BANKS IN THE EAST BAY

RANKED BY EAST BAY BRANCH DEPOSITS

	Bank/Prior rank Website	Address Phone	East Bay deposits 6/30/19	East Bay market share 6/30/19	East Bay branches 6/30/19	Total assets 6/30/19	Top local executive(s)
1	Wells Fargo Bank ① wellsfargo.com	420 Montgomery St. San Francisco, CA 94104 800-869-3557	\$23.49 billion	22.48%	78	\$1.7 trillion	Jim Foley, EVP/ President, Pacific North region
2	Bank of the West ② bankofthewest.com	180 Montgomery St. San Francisco, CA 94104 415-765-4800	\$20.21 billion	19.34%	34	\$91.44 billion	Nandita Bakhshi, President/CEO
3	Bank of America ③ bankofamerica.com	555 California St. San Francisco, CA 94104 800-432-1000	\$17.74 billion	16.98%	66	\$1.77 trillion	Elizabeth Minick, Market executive, San Francisco and East Bay Gioia McCarthy, Market president, San Francisco and East Bay
4	JPMorgan Chase Bank ④ chase.com	560 Mission St. 5th Fl. San Francisco, CA 94105 415-315-5000	\$11.49 billion	11%	71	\$2.35 trillion	Karla Lee, Regional director, JPMorgan Chase & Co., Northern California
5	Citibank ⑤ citibank.com	1 Sansome St. 22nd Fl. San Francisco, CA 94104 888-248-4226	\$5.28 billion	5.05%	32	\$1.46 trillion	Ed Patterson, Division director, Citibank Northern California/ Nevada
6	Fremont Bank ⑥ fremontbank.com	39150 Fremont Blvd. Fremont, CA 94538 510-792-2300	\$3.57 billion	3.42%	19	\$4.24 billion	Andy Mastorakis, President/CEO
7	Mechanics Bank ⑦ mechanicsbank.com	1111 Civic Dr. #390 Walnut Creek, CA 94596 800-797-6324	\$3 billion	2.87%	24	\$6.3 billion	Mark Borrecco, John DeCero, Co- CEOs
8	First Republic Bank ⑧ firstrepublic.com	111 Pine St. San Francisco, CA 94111 415-392-1400	\$2.88 billion	2.76%	7	\$105.7 billion	James Herbert II, Chairman/CEO
9	U.S. Bank ⑨ usbank.com	101 California St. San Francisco, CA 94111 800-872-2657	\$2.58 billion	2.47%	50	\$473.14 billion	Mahesh Kharkar, Market president, Northern California
10	MUFG Union Bank ⑩ unionbank.com, mufgamericas.com	350 California St. 11th Fl. San Francisco, CA 94104 415-765-2000	\$2.24 billion	2.15%	14	\$133.51 billion	Ranjana Clark, Bay Area president/Head of global transaction banking/Head of transaction banking, Americas
11	East West Bank ⑪ eastwestbank.com	555 Montgomery St. 9th and 10th Fl. San Francisco, CA 94111 888-761-3967	\$1.07 billion	1.02%	5	\$42.87 billion	Mark Horn, Senior managing director of Northern California commercial banking administration
12	City National Bank ⑫ cnb.com	150 California St. #100 San Francisco, CA 94111 800-773-7100	\$1.02 billion	0.97%	4	\$55.09 billion	Michael Walker, EVP, Northern California
13	California Bank of Commerce ⑬ californiabankofcommerce.com	3595 Mt. Diablo Blvd. #220 Lafayette, CA 94549 925-283-2265	\$847.08 million	0.81%	2	\$1.06 billion	Steven Shelton, President/CEO
14	Heritage Bank of Commerce ⑭ heritagebankofcommerce.bank	150 Almaden Blvd. San Jose, CA 95113 888-494-4599	\$793 million	0.76%	5	\$3.11 billion	Keith Wilton, President/CEO
15	Cathay Bank ⑮ cathaybank.com	540 Montgomery St. San Francisco, CA 94111 800-922-8429	\$747.1 million	0.71%	5	\$17.58 billion	David Lin, SVP/ District administrator, Northern California
16	Comerica Bank ⑯ comerica.com	1 Embarcadero Ctr. San Francisco, CA 94111 800-522-2265	\$720.91 million	0.69%	9	\$72.41 billion	Michael Silva, Regional market president, San Francisco and North Bay
17	Pacific Coast Bankers' Bank ⑰ pcbcb.com	1676 N. California Blvd. #300 Walnut Creek, CA 94596 415-399-1900	\$671.29 million	0.64%	1	\$889.39 million	Steve Brown, President/CEO
18	HSBC Bank USA ⑱ us.hsbc.com	601 Montgomery St. #1500 San Francisco, CA 94111 800-975-4722	\$658.25 million	0.63%	3	\$180.7 billion	Jeff Needham, Regional manager of retail banking and wealth management, West region
19	Bridge Bank ⑲ bridgebank.com	55 Almaden Blvd. #100 San Jose, CA 95113 408-423-8500	\$563.19 million	0.54%	1	\$25.35 billion ¹	Daniel Myers, President/CEO
20	United Business Bank ⑳ unitedbusinessbank.com	500 Ygnacio Valley Rd. #200 Walnut Creek, CA 94596 925-476-1800	\$505.22 million	0.48%	5	\$1.77 billion	George Guarini, President/CEO
21	California Bank & Trust ㉑ calbanktrust.com	465 California St. San Francisco, CA 94104 800-400-6080	\$477.78 million	0.46%	5	\$70.06 billion	Eric Ellingsen, President/COO
22	BBVA Compass Bank ㉒ bbvacompass.com	1101 S. California Blvd. #315 Walnut Creek, CA 94596 800-266-7277	\$465.71 million	0.45%	4	\$91 billion	Everett Orrick, CEO, California
23	Beneficial State Bank ㉓ beneficialstatebank.com	1438 Webster St. #100 Oakland, CA 94612 888-326-2265	\$455.66 million	0.44%	1	\$1.05 billion	Kat Taylor, CEO
24	Community Bank of the Bay ㉔ bankcbb.com	180 Grand Ave. #120 Oakland, CA 94612 510-433-5400	\$281.43 million	0.27%	2	\$454.37 million	William Keller, President/CEO
25	Bank of Marin ㉕ bankofmarin.com	504 Redwood Blvd. #100 Novato, CA 94947 415-763-4520	\$232.99 million	0.22%	3	\$2.46 billion	Russell Colombo, President/CEO

CLOSER LOOK

\$102B

Total local deposits at the
East Bay's 25 largest banks

450

Total local branches for the
East Bay's 25 largest banks

ABOUT THE LIST

This List includes banks
located in the East Bay,
which is defined as Alameda
and Contra Costa counties.

All numbers and additional
information were obtained
from the Federal Deposit
Insurance Corp., bank
representatives and
websites.

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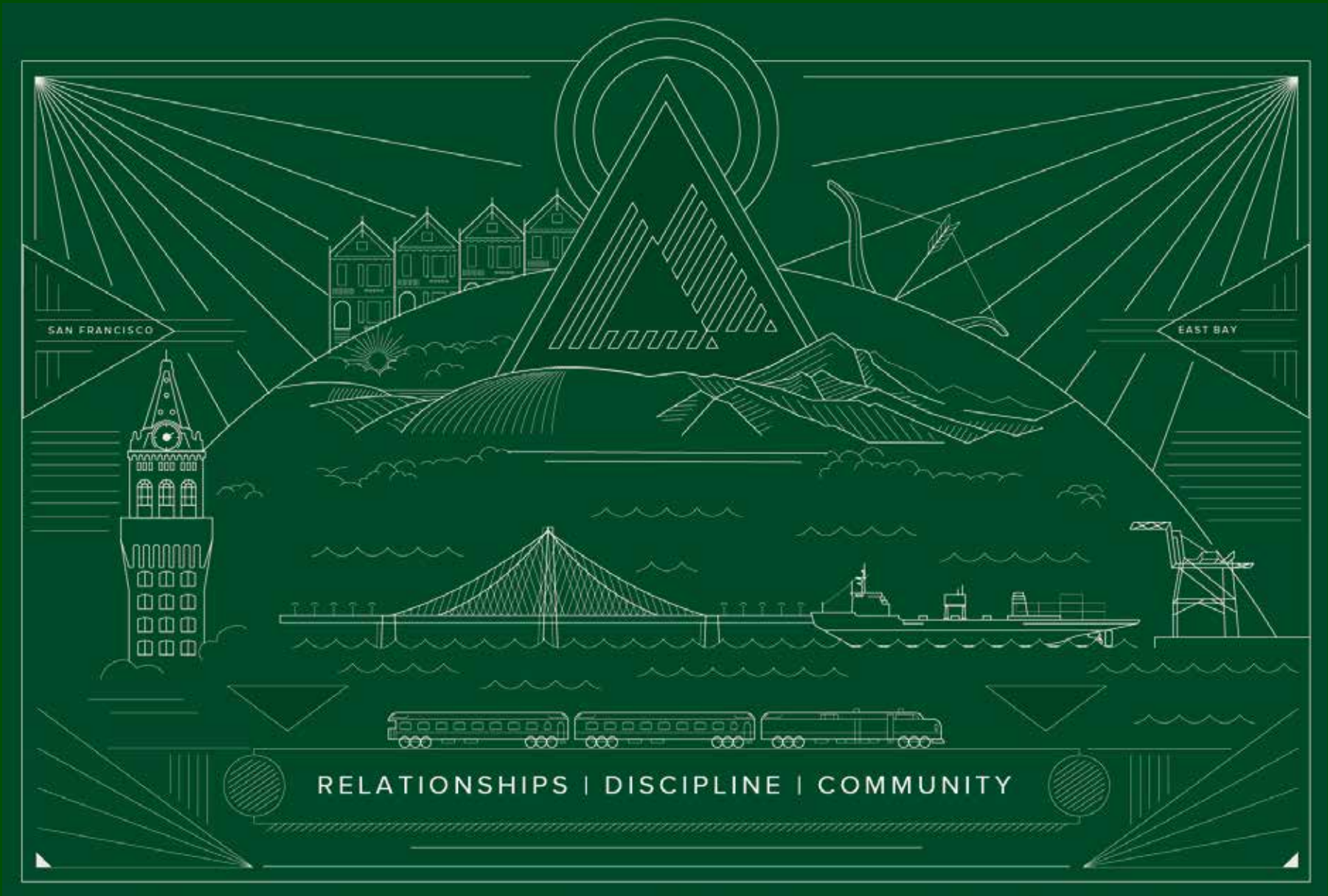
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¹ Assets of Western Alliance Bank, Bridge Bank's parent company.



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HOSPITALS IN THE EAST BAY

RANKED BY TOTAL PATIENT CENSUS DAYS IN 2018

	Hospital/Prior rank Website	Address Phone	2018 total patient days	2018 average length of stay (days)	2018 average staffed beds	2018 available beds occupancy rate	2018 net patient revenue	Owner/ operator	Top local executive
1	Highland Hospital ① alamedahealthsystem.org	1411 E. 31st St. Oakland, CA 94602 510-437-4800	120,822	9.2	335	89%	\$641.96 million	Alameda Health System	Delvecchio Finley, CEO
2	John Muir Medical Center, Walnut Creek ② johnmuirhealth.com	1601 Ygnacio Valley Rd. Walnut Creek, CA 94598 925-939-3000	93,435	4.7	262	67%	\$968.02 million	John Muir Health	Cal Knight, President/CEO
3	Kaiser Permanente Oakland Medical Center Hospital ③ kaiserpermanente.org	275 W. Macarthur Blvd. Oakland, CA 94611 510-752-1000	84,224	4.1	254	63.2%	NR	Kaiser Permanente	Jeff Collins, SVP/ Area manager, East Bay Area
4	Alameda Hospital ④ alamedahealthsystem.org	2070 Clinton Ave. Alameda, CA 94501 510-522-3700	75,209	28.2	209	98.6%	\$98.48 million	Alameda Health System	Delvecchio Finley, CEO
5	Alta Bates Summit Medical Center, Alta Bates Campus ⑤ altabatesummit.org	2450 Ashby Ave. Berkeley, CA 94705 510-204-4444	73,619	4.8	223	50.3%	\$661.02 million	Sutter Health	Gerald Kozai, CEO
6	Alta Bates Summit Medical Center, Summit Campus ⑥ altabatesummit.org	350 Hawthorne Ave. Oakland, CA 94609 510-655-4000	70,898	5.5	214	55.8%	\$489.35 million	Sutter Health	Gerald Kozai, CEO
7	Washington Hospital Healthcare System ⑦ whhs.com	2000 Mowry Ave. Fremont, CA 94538 510-797-1111	57,737	4.6	161	46.4%	\$454.89 million	Washington Hospital Healthcare System	Kimberly Hartz, CEO
8	John Muir Medical Center, Concord Campus ⑧ johnmuirhealth.com	2540 East St. Concord, CA 94520 925-682-8200	53,393	4.7	151	61.5%	\$497.14 million	John Muir Health	Cal Knight, President/CEO
9	UCSF Benioff Children's Hospital Oakland ⑨ childrenshospitaloakland.org	747 52nd St. Oakland, CA 94609 510-428-3000	44,834	4.9	123	90.3%	\$527.09 million	NR ¹	Michael Anderson, President
10	Kaiser Permanente Walnut Creek Medical Center ⑩ kaiserpermanente.org	1425 S. Main St. Walnut Creek, CA 94596 925-295-4000	43,276	3.7	130	50.9%	NR	Kaiser Permanente	Colleen McKeown, SVP/ Area manager, Diablo
11	Contra Costa Regional Medical Center ⑪ cchealth.org/medicalcenter	2500 Alhambra St. Martinez, CA 94533 925-370-5000	41,239	5.6	116	67.7%	\$514.26 million	Contra Costa County	Anna Roth, CEO
12	Eden Medical Center ⑫ edenmedcenter.org	20103 Lake Chabot Rd. Castro Valley, CA 94546 510-537-1234	37,550	4.3	113	79.1%	\$351.95 million	Sutter Health	Stephen Gray, CEO
13	Kaiser Permanente San Leandro Medical Center ⑬ kaiserpermanente.org/ sanleandro	2500 Merced St. San Leandro, CA 94577 510-454-1000	37,376	3.4	112	49.7%	NR	Kaiser Permanente	Michelle Gaskill- Hames, SVP/ Area manager, Southern Alameda County
14	Valleycare Medical Center ⑭ valleycare.com	5555 W. Las Positas Blvd. Pleasanton 94588 925-847-3000	32,400	4.8	102	42.9%	\$264.42 million	Stanford Health Care	Rick Shumway, CEO
15	Sutter Delta Medical Center ⑮ sutterdelta.org	3901 Lone Tree Way Antioch, CA 94509 925-779-7200	27,812	3.9	84	52.5%	\$195.82 million	Sutter Health	Sherie Hickman, CEO
16	St. Rose Hospital ⑯ strosehospital.org	27200 Calaroga Ave. Hayward, CA 94545 510-264-4000	20,904	4.2	180	29.4%	\$127.66 million	St. Rose Hospital	Aman Dhuper, President/CEO
17	Kaiser Permanente Antioch Medical Center ⑰ kaiserpermanente.org/diablo	4501 Sand Creek Rd. Antioch, CA 94531 925-813-6500	20,813	3	62	39.1%	NR	Kaiser Permanente	Colleen McKeown, SVP/ Area manager, Diablo
18	San Ramon Regional Medical Center ⑱ sanramonmedctr.com	6001 Norris Canyon Rd. San Ramon, CA 94583 925-275-9200	17,334	3.6	57	40.9%	\$192.89 million	Tenet Healthcare Corp./John Muir Health	Ann Lucena, CEO
19	Kaiser Permanente Fremont Medical Center ⑲ kaiserpermanente.org/ fremont	39400 Paseo Padre Pkwy. Fremont, CA 94538 510-248-3000	13,406	3.5	40	34.6%	NR	Kaiser Permanente	Michelle Gaskill- Hames, SVP/ Area manager, Southern Alameda County
20	San Leandro Hospital ⑳ alamedahealthsystem.org	13855 E. 14th St. San Leandro, CA 94578 510-357-6500	12,095	4.2	34	35.6%	\$78.21 million	Alameda Health System	Delvecchio Finley, CEO

► CLOSER LOOK

978k

Total patient days in 2018 for all 20 hospitals on the List combined

HIGHEST 2018 REPORTED NET REVENUES

John Muir Medical Center, Walnut Creek

\$968M

Alta Bates Summit Medical Center, Alta Bates Campus

\$661M

Highland Hospital

\$642M

UCSF Benioff Children's Hospital Oakland

\$527M

Contra Costa Regional Medical Center

\$514M

WHAT ARE PATIENT DAYS?

Patient days are the number of days for patients who were formally admitted to a hospital stay. It includes the day of admission, but not the day of discharge or death. If admission and discharge/death occur on the same day, one day would be counted.

WHAT IS THE AVAILABLE BEDS OCCUPANCY RATE?

Estimated percentage of beds that can be staffed and available within 24 hours. The occupancy rate is a calculation of average daily patient count divided by the number of hospital beds.

ABOUT THE LIST

This List includes hospitals located in the East Bay, which is defined as Alameda and Contra Costa counties. Information was obtained from the Office of Statewide Health Planning and Development, hospital representatives and websites. Rehabilitation, long-term care, behavioral health and psychiatric hospitals are excluded from the List.

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¹ UCSF Benioff Children's Hospital Oakland is a private, not-for-profit hospital. The Regents of the University of California are the sole corporate member of the hospital's board. They do not own the hospital, but rather oversee it with other board members.

NOTES: NR - not reported.



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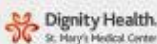
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HOTELS IN THE EAST BAY

RANKED BY NUMBER OF GUEST ROOMS

	Business name/Prior rank Website	Address Phone	Number of guest rooms	Single room rate ¹	Number of suites	Total staff	Number of meeting rooms	Square feet of indoor meeting space	General manager
1	Oakland Marriott City Center ① marriott.com/oakdt	1001 Broadway Oakland, CA 94607 510-451-4000	500	\$129–\$1,000	6	300	36	89,000	Chris Sullivan
2	DoubleTree by Hilton Berkeley Marina ② doubletreeberkeleymarina.com	200 Marina Blvd. Berkeley, CA 94710 510-548-7920	378	\$189–\$429	6	200	15	16,000	Jack Hlavac
3	San Ramon Marriott ③ sanramonmarriott.com	2600 Bishop Dr. San Ramon, CA 94583 925-867-9200	368	\$129–\$399	6	175	16	16,500	Nany Fullmore
4	Hilton Oakland Airport ④ oaklandairport.hilton.com	1 Hegenberger Rd. Oakland, CA 94621 510-635-5000	360	\$224–\$254	3	185	16	19,000	Mark Ive
5	Fremont Marriott Silicon Valley ⑤ marriottfremont.com	46100 Landing Pkwy. Fremont, CA 94538 510-413-3700	355	\$190–\$319	2	NR	10	14,435	William Gheen
6	Walnut Creek Marriott ⑥ marriottwalnutcreek.com	2355 N. Main St. Walnut Creek, CA 94596 925-934-2000	342	\$135–\$299	9	169	17	16,000	Edward Adair
7	Hilton Concord ⑦ concordhilton.com	1970 Diamond Blvd. Concord, CA 94520 925-827-2000	329	\$139–\$449	6	85	15	20,000	Billy Mendez
8	Crowne Plaza Concord/Walnut Creek ⑧ crowneplazaconcord.com	45 John Glenn Dr. Concord, CA 94520 925-825-7700	323	\$172–\$198	7	NR	13	13,000	Chris Mellini
9	DoubleTree by Hilton Newark/Fremont ⑨ newarkfremont.hilton.com	39900 Balentine Dr. Newark, CA 94560 510-490-8390	315	\$139–\$400	5	NR	17	20,000	John Schulz
10	Courtyard by Marriott Oakland Emeryville ⑩ courtyardemeryville.com	5555 Shellmound St. Emeryville, CA 94608 510-652-8777	297	\$149–\$499	23	100	8	5,100	Sanjiv Gupta
10	DoubleTree by Hilton Pleasanton at The Club ⑪ pleasanton.doubletree.com	7050 Johnson Dr. Pleasanton, CA 94588 925-463-8000	297	\$119–\$449	0	125	13	10,000	Kevin Goebel
12	Hilton Garden Inn San Francisco/Oakland Bay Bridge ⑫ sanfranciscoaklandbaybridge.stayhgi.com	1800 Powell St. Emeryville, CA 94608 510-658-9300	278	\$209–\$299	4	60	9	10,000	Bruce Britton
13	Claremont Club and Spa, A Fairmont Hotel ² ⑬ fairmont.com/claremont-berkeley	41 Tunnel Rd. Berkeley, CA 94705 510-843-3000	276	\$259–\$499	37	607	21	22,000	Charles Head
14	Crowne Plaza Silicon Valley North-Union City ⑭ ihg.com/crowneplaza	32083 Alvarado-Niles Rd. Union City, CA 94587 510-489-2200	268	\$173–\$182	0	NR	11	12,000	Christy Panaligan
15	Radisson Hotel Oakland Airport ⑮ oaklandradisson.com	8400 Edes Ave. Oakland, CA 94621 510-969-2490	266	\$119–\$299	27	200	6	7,000	Tony Ng
16	Embassy Suites by Hilton - Walnut Creek ⑯ walnutcreek.embassysuites.com	1345 Treat Blvd. Walnut Creek, CA 94597 925-934-2500	249	\$179–\$289	249	95	9	7,000	Mario Lopez
17	Marriott Pleasanton ⑰ marriottpleasanton.com	11950 Dublin Canyon Rd. Pleasanton, CA 94588 925-847-6000	244	\$149–\$399	0	92	5	7,000	Dianna Teves
18	Hyatt House Emeryville/San Francisco Bay Area ⑱ emeryville.house.hyatt.com	5800 Shellmound St. Emeryville, CA 94608 510-601-5880	234	\$169–\$259	202	80	4	2,000	Michael Lawson
19	Holiday Inn Dublin-Pleasanton ⑲ trivalleyhotel.com	6680 Regional St. Dublin, CA 94568 925-828-7750	222	\$129–\$170	4	NR	7	5,500	Paul Munyasia
20	Four Points by Sheraton Pleasanton ⑳ fourpoints.com/pleasanton	5115 Hopyard Rd. Pleasanton, CA 94588 925-460-8800	214	\$99–\$299	4	50	15	7,068	Tom Buckley
21	Hotel Shattuck Plaza ㉑ hotelshattuckplaza.com	2086 Allston Way Berkeley, CA 94704 510-845-7300	199	\$189–\$499	13	130	7	7,056	Dell Dellinger
22	Clarion Hotel of Concord ㉒ choicehotels.com	1050 Burnett Ave. Concord, CA 94520 925-566-8820	193	\$87–\$149	0	70	8	5,600	Mary Ann Rhoe
23	Homewood Suites by Hilton, Newark-Fremont ㉓ newarkca.homewoodsuites.com	39270 Cedar Blvd. Newark, CA 94560 510-791-7700	192	\$269–\$334	184	45	2	840	Nicole Harris
24	Oakland Airport Executive Hotel ㉔ oakairporthotel.com	150 Hegenberger Rd. Oakland, CA 94621 510-635-5300	189	\$109–\$399	0	47	3	5,000	Mike Faruqi
25	Courtyard Newark Silicon Valley ㉕ marriott.com/sjcft	34905 Newark Blvd. Newark, CA 94560 510-792-5200	181	\$189–\$229	5	NR	6	7,025	Angie Gheen

► CLOSER LOOK

7,069

Total number of guest rooms at the 25 East Bay hotels on the List

802

Total number of suites at the 25 East Bay hotels on the List

289

Total number of meeting rooms at the 25 East Bay hotels on the List

344,124

Total square feet of indoor meeting space at the 25 East Bay hotels on the List

ABOUT THE LIST

This List includes hotels in the East Bay, which is defined as Alameda and Contra Costa counties. To qualify for this List, hotels must have meeting space.

Information was obtained from hotel representatives, websites.

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¹ Hotel room rate, range (off peak). ² Part of the property resides in Oakland.

NOTES: * - did not rank. NR - not reported.

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CONTRIBUTORS TO UC BERKELEY

RANKED BY CONTRIBUTIONS IN FISCAL YEAR 2019

	Name Address	Phone Website	Contribution amount	Donor classification	Gift purpose	Affected department/ discipline
1	Anonymous	NR	\$100.77 million	Individual	Capital, faculty support	Various
2	Partnership for Haas Preeminence	NR	\$68.12 million	Organization	Capital	Business
3	Anonymous	NR	\$25 million	Foundation	Research	Innovative Genomics Institute
4	Hellman Fellows Fund	NR hellmanfellows.org	\$20 million	Foundation	Faculty support	Various
5	Cal Aquatics Legends	NR	\$18.72 million	Organization	Capital	Intercollegiate athletics
6	C. Bryan Cameron	NR	\$12.72 million	Individual	Student support	Intercollegiate athletics
7	Richard C. Blum and the Blum Family Foundation	NR	\$12 million	Individual	Faculty and program support	Blum Center for Developing Economies
8	Anonymous	NR	\$11 million	Foundation	Program support	Berkeley Art Museum/ Pacific Film Archive
9	Anonymous	NR	\$10 million	Individual	Research	Innovative Genomics Institute
10	Breakthrough Prize Foundation 1345 Avenue of the Americas New York, NY 10105	212-843-8024 breakthroughprize.org	\$8.28 million	Foundation	Research	Berkeley SETI Research Center
11	BASF AG Product Development Fine Chem ME/D - D 205 Ludwigshafen, Germany, D 67056	NR basf.com	\$7 million	Corporation	Capital	Chemistry
12	Anonymous	NR	\$6 million	Individual	Student support	Various
13	Chan Zuckerberg Initiative 435 Tasso St. #100 Palo Alto, CA 94301	NR chanzuckerberg.com	\$5.67 million	Foundation	Research	Various
14	The Heising-Simons Foundation 400 Main St. #200 Los Altos, CA 94022	650-887-0277 hsfoundation.org	\$5.23 million	Foundation	Research, student support	Various
15	Anonymous	NR	\$5.05 million	Individual	Faculty support, student support	Various
16	The Helen Diller Foundation 1660 Bush St. #300 San Francisco, CA 94109	NR	\$5 million	Foundation	Faculty support	Israel studies
16	Stephen Silberstein	NR	\$5 million	Individual	Capital, program support	Various
18	PMP Tech Inc. 1301 Sunnyvale-Saratoga Rd. Sunnyvale, CA 94087	NR	\$4.9 million	Corporation	Faculty support, program support	Chemistry
19	Bill & Melinda Gates Foundation 500 5th Ave. N. Seattle, WA 98109	206-709-3100 gatesfoundation.org	\$4.67 million	Foundation	Research	Various
20	Wellspring Advisors LLC 1441 Broadway #1600 New York, NY 10018	212-609-2622 NR	\$4.54 million	Corporation	Research	Various
21	Gordon and Betty Moore Foundation 1661 Page Mill Rd. Palo Alto, CA 94304	650-213-3000 moore.org	\$4.3 million	Foundation	Research	Various
22	Alfred P. Sloan Foundation 630 5th Ave. #2200 New York, NY 10111	212-649-1649 sloan.org	\$3.96 million	Foundation	Research	Various
23	Intel Corp. 2200 Mission College Blvd. Santa Clara, CA 95054	408-765-8080 intel.com	\$3.91 million	Corporation	Research	Various
24	Yuan-Tsan Chia	NR	\$3.57 million	Individual	Student support	Chemistry
25	Elizabeth J. Cabraser and Marguerite Longtin	NR	\$3.5 million	Individual	Program support	Law

NOTES: NR - not reported.

CLOSER LOOK

\$359M

Total combined contributions to UC Berkeley in fiscal year 2019 by the 25 funders on the List

SPOTLIGHT

BASF AG is the only reported donor headquartered internationally on this List. The German chemical company's \$7 million grant will fund building a new, state-of-the-art research chemistry facility at UC Berkeley.

BREAKDOWN OF DONOR AMOUNTS ON THE LIST:

Individuals	44%
Foundations	26%
Organizations	24%
Corporations	6%

ABOUT THE LIST

This List includes contributors to the University of California, Berkeley, during fiscal year 2019 (July 1, 2018 through June 30, 2019). Information was obtained from UC Berkeley and SFBT research.

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EMPLOYERS IN OAKLAND

RANKED BY NUMBER OF OAKLAND EMPLOYEES IN NONPROFIT, PRIVATE AND PUBLICLY HELD COMPANIES

	Name/Prior rank Website	Address Phone	Oakland employees	One-year employment change, Oakland	Bay Area employees	Companywide employees	Business description	Top local executive
1	Kaiser Permanente ① kp.org	1 Kaiser Plz. Oakland, CA 94612 510-271-5910	12,910	3.2%	58,269	217,173	Health care system	Gregory Adams, Interim Chairman/ CEO
2	Sutter Health ② sutterhealth.org	2000 Powell St. 10th Fl. Emeryville, CA 94608 510-457-7333	3,548	-3.4%	24,347	53,000	Health care system	Julie Petrini, CEO, Sutter Bay Hospitals Lizz Vilardo, Sutter Bay Medical Foundations
3	UCSF Benioff Children's Hospital Oakland ④ childrenshospitaloakland.org	747 52nd St. Oakland, CA 94609 510-428-3000	2,400	1.27%	2,769	2,769	Hospital/ research	Michael Anderson, President
4	Pandora Media Inc. ⑤ pandora.com	2100 Franklin St. #700 Oakland, CA 94612 510-451-4100	1,095 ¹	—	1,095	1,948	Music streaming service	Jim Meyer, CEO, Sirius XM ²
5	UPS ³ ⑥ ups.com	8400 Pardee Dr. Oakland, CA 94621 800-742-5877	1,000	—	6,700	454,000	Delivery service	Rosemary Turner, President, North California district
6	Starbucks Coffee Co. ³ ⑦ starbucks.com	60 Spear St. 7th Fl. San Francisco, CA 94105 415-537-7245	694	—	5,692	350,000	Coffee company	Matthew Green, Regional VP, Northern California
7	Southwest Airlines ③ southwest.com	2702 Love Field Dr. Dallas, TX 75235 800-435-9792	621 ⁴		851	45,000	Airline	Greg Muccio, Sr. manager, people
8	Allied Universal ⑨ aus.com	545 Sansome St. 6th Fl. San Francisco, CA 94111 415-392-2008	619	1.48%	6,282	210,000	Security services	Mike Smidt, President, Northwest region
9	Safeway Northern California Division ⑧ safeway.com	5918 Stoneridge Mall Rd. Pleasanton, CA 94588 925-469-7000	615	-8.07%	13,397	275,000	Grocery stores	Brad Street, Safeway division president of Northern California
10	Golden State Warriors LLC ³ ⑪ nba.com/warriors	1011 Broadway Oakland, CA 94607 510-986-2200	600	—	635	635	NBA basketball	Joe Lacob, Owner/CEO
11	Mills College ⑫ mills.edu	5000 MacArthur Blvd. Oakland, CA 94613 510-430-2255	576	-3.52%	576	576	Private college	Elizabeth Hillman, President
12	Wells Fargo & Co. ⑩ wellsfargo.com	420 Montgomery St. San Francisco, CA 94104 415-979-0775	574	-5.44%	13,483	262,000	Financial services	Jim Foley, EVP/President, Pacific North region
13	California College of the Arts ³ ⑭ cca.edu	1111 8th St. San Francisco, CA 94107 415-703-9500	557	—	1,344	1,344	Arts university	Stephen Beal, President
14	Clorox Co. ⑬ thecloroxcompany.com	1221 Broadway Oakland, CA 94612 510-271-7000	555	-1.07%	1,303	8,700	Consumer products	Benno Dorer, Chairman/CEO
15	Claremont Club and Spa, A Fairmont Hotel ⁵ ⑮ fairmont.com/claremont-berkeley	41 Tunnel Rd. Berkeley, CA 94705 510-843-3000	525	5%	525	525	Hotel and spa	Charles Head, General manager
16	Waste Management Inc. ⑯ wm.com	172 98th Ave. Oakland, CA 94603 510-613-8700	461	-3.96%	797	40,000	Waste disposal and collection	Barry Skolnick, VP of waste management, Northern California/ Nevada
17	Delta Dental of California ☼ deltadentalins.com	560 Mission St. #1300 San Francisco, CA 94105 415-972-8300	456	—	648	3,737	Group and individual dental benefit plans	Michael Castro, President/CEO
18	PG&E Corp. ⑰ pgecorp.com	77 Beale St. Rm. 2905A San Francisco, CA 94105 415-973-1000	400	—	9,600	23,000	Electric and gas utilities	Bill Johnson, CEO
19	Securitas Security Services ⁶ ⑱ securitas.com	7677 Oakport St. #725 Oakland, CA 94621 510-568-6818	400	—	2,150	335,000	Security company	Greg Anderson, President, Pacific region ⁷
20	Telecare Corp. ☼ telecarecorp.com	1080 Marina Village Pkwy. #100 Alameda, CA 94501 510-337-7950	333		1,664	3,600	Mental health care	Anne Bakar, President/CEO
21	Turner Construction Co. ☼ turnerconstruction.com	300 Frank H. Ogawa Plz. #510 Oakland, CA 94612 510-267-8100	256	156%	300	9,108	Construction	Lisa Ballantyne, SVP/GM, Northern California
22	Fred Finch Youth Center ☼ fredfinch.org	3800 Coolidge Ave. Oakland, CA 94602 510-482-2244	245		277	474	Youth mental health and social services	Thomas Alexander, President/CEO David McGrew, Board chair; CFO, Santa Clara Valley Health and Hospital System
23	Bank of America ⑳ bankofamerica.com	555 California St. San Francisco, CA 94104 800-432-1000	244	1.67%	4,677	200,000	Financial services	Elizabeth Minick, Market executive, San Francisco and East Bay Gioia McCarthy, Market president, San Francisco and East Bay
24	Oakland Athletics ☼ mlb.com/athletics	55 Harrison St. Oakland, CA 94607 510-568-5600	232		326	1,345	MLB/ Professional baseball	Dave Kaval, President
25	Hilton Worldwide Holdings ㉔ hiltonworldwide.com	333 O'Farrell St. San Francisco, CA 94102 703-883-1000	200	-18.37%	2,300	250,000	Hospitality company, hotels	Terry Lewis ⁸ , Complex general manager, Hilton San Francisco Union Square and Parc 55 hotels

► CLOSER LOOK

30,116

Total number of Oakland employees working for the 25 companies on the List combined

NEW TO THE LIST

Delta DentalNo. 17

Telecare Corp.No. 20

Turner ConstructionNo. 21

Fred Finch Youth CenterNo. 22

Oakland AthleticsNo. 24

ABOUT THE LIST

This List includes nonprofit, privately held and publicly held companies with offices in Oakland. For this list, the Bay Area is defined as Alameda, Contra Costa, Marin, San Francisco and San Mateo counties. Information was obtained from company representatives and from SFBT research. In case of ties, number of Bay Area employees was used as secondary ranking criteria.

Samuel Merritt University, Manos Home Care, Oakland Marriott City Center, Rolls Royce Engine Services, and Holy Names University all ranked last year but did not provide updated numbers by press time.

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1 Numbers reflect an estimate from Pandora.

2 Not locally based. Sirius XM owns Pandora.

3 Numbers reported as of June 2018.

4 Last year's number included airport employees.

5 Part of the property resides in Oakland.

6 Employee numbers estimate based on SFBT research.

7 Not locally based.

8 Manages both Hilton San Francisco and Park 55 San Francisco.

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EMPLOYERS IN THE EAST BAY

RANKED BY NUMBER OF EAST BAY EMPLOYEES IN NONPROFIT, PRIVATE AND PUBLICLY HELD COMPANIES

	Company/Prior rank Website	Address Phone	East Bay employees	Bay Area employees	Companywide employees	Business description	Top local executive
1	Kaiser Permanente ① <i>kp.org</i>	1 Kaiser Plz. Oakland, CA 94612 510-271-5910	41,114	58,269	217,173	Health care system	Gregory Adams, Interim Chairman/CEO
2	Sutter Health ② <i>sutterhealth.org</i>	2000 Powell St. 10th Fl. Emeryville, CA 94608 510-457-7333	10,184	24,347	53,000	Health care system	Julie Petrini, CEO, Sutter Bay Hospitals Lizz Vilardo, Sutter Bay Medical Foundations
3	Tesla Inc. ③ <i>tesla.com</i>	3500 Deer Creek Rd. Palo Alto, CA 94304 650-681-5100	10,000	10,000	40,000	Automobile manufacturing	Elon Musk, CEO
4	Safeway Northern California Division ④ <i>safeway.com</i>	5918 Stoneridge Mall Rd. Pleasanton, CA 94588 925-469-7000	8,840	13,397	275,000	Grocery stores	Brad Street, Safeway division president of Northern California
5	John Muir Health ⑤ <i>johnmuirhealth.com</i>	1400 Treat Blvd. Walnut Creek, CA 94597 925-939-3000	6,518	6,518	6,572	Health care system	Cal Knight, President/CEO
6	Chevron ⑥ <i>chevron.com</i>	6001 Bollinger Canyon Rd. San Ramon, CA 94583 925-842-1000	5,124	5,131	48,600	Energy distributor	Michael Wirth, Chairman/CEO
7	PG&E Corp. ⑦ <i>pgecorp.com</i>	77 Beale St. Rm. 2905A San Francisco, CA 94105 415-973-1000	5,100	9,600	23,000	Electric and gas utilities	Bill Johnson, CEO
8	Wells Fargo & Co. ⑧ <i>wellsfargo.com</i>	420 Montgomery St. San Francisco, CA 94104 415-979-0775	4,900	13,483	262,000	Financial services	Jim Foley, EVP/President, Pacific North region
9	UPS ¹ ⑨ <i>ups.com</i>	8400 Pardee Dr. Oakland, CA 94621 800-742-5877	4,500	6,700	454,000	Delivery service	Rosemary Turner, President, North California district
10	Workday Inc. ⑩ <i>workday.com</i>	6110 Stoneridge Mall Rd. Pleasanton, CA 94588 925-951-9000	4,311	4,311	10,345	Enterprise cloud application provider	Aneel Bhusri, CEO
11	Lam Research Corp. ⑪ <i>lamresearch.com</i>	4650 Cushing Pkwy. Fremont, CA 95438 510-572-0200	3,300	3,300	10,200	Semiconductor equipment	Tim Archer, President/CEO
12	Starbucks Coffee Co. ¹ ⑬ <i>starbucks.com</i>	60 Spear St. 7th Fl. San Francisco, CA 94105 415-537-7245	2,879	5,692	350,000	Coffee company	Matthew Green, Regional VP, Northern California
13	UCSF Benioff Children's Hospital Oakland ⑭ <i>childrenshospitaloakland.org</i>	747 52nd St. Oakland, CA 94609 510-428-3000	2,769	2,769	2,769	Hospital/research	Michael Anderson, President
14	Bank of America ⑮ <i>bankofamerica.com</i>	555 California St. San Francisco, CA 94104 800-432-1000	2,328	4,677	200,000	Financial services	Elizabeth Minick, Market executive, San Francisco and East Bay Gioia McCarthy, Market president, San Francisco and East Bay
15	Comcast ⑯ <i>corporate.comcast.com</i>	3055 Comcast Pl. Livermore, CA 94551 800-934-6489	2,181	2,827	88,000	Media/technology	John Gauder, Regional SVP, California
16	Washington Hospital Healthcare System * <i>whhs.com</i>	2000 Mowry Ave. Fremont, CA 94538 510-797-1111	1,970	1,970	NR	Health care system	Kimberly Hartz, CEO
17	GE ⑰ <i>ge.com</i>	2700 Camino Ramon San Ramon, CA 94583 925-242-6200	1,625	1,663	300,000	Appliance manufacturer	Pat Byrne, CEO, GE Digital
18	24 Hour Fitness USA Inc. * <i>24hourfitness.com</i>	12647 Alcosta Blvd. 5th Fl. San Ramon, CA 94583 925-543-3100	1,588	2,260	22,445	Fitness club chain	Tony Ueber, CEO
19	Oracle Corp. ⑱ <i>oracle.com</i>	500 Oracle Pkwy. Redwood Shores, CA 94065 650-506-7000	1,580 ²	7,535	137,000	Computer hardware	Safra Catz, CEO
20	Allied Universal ⑲ <i>aus.com</i>	545 Sansome St. 6th Fl. San Francisco, CA 94111 415-392-2008	1,577	6,282	210,000	Security services	Mike Smidt, President, Northwest region
21	Telecare Corp. * <i>telecarecorp.com</i>	1080 Marina Village Pkwy. #100 Alameda, CA 94501 510-337-7950	1,514	1,664	3,600	Mental health care	Anne Bakar, President/CEO
22	Penumbra Inc. * <i>penumbrainc.com</i>	1 Penumbra Pl. Alameda, CA 94502 510-748-3200	1,500	1,500	1,700	Medical device producer	Adam Elsesser, Chairman/President/CEO
23	Robert Half International Inc. * <i>roberthalf.com</i>	2884 Sand Hill Rd. Menlo Park, CA 94025 650-234-6000	1,422	1,668	16,400	Personnel services	Harold M. Messmer Jr., Chairman/CEO
24	Clorox Co. * <i>thecloroxcompany.com</i>	1221 Broadway Oakland, CA 94612 510-271-7000	1,303	1,303	8,700	Consumer products	Benno Dorer, Chairman/CEO
25	Pixar Animation Studios * <i>pixar.com</i>	1200 Park Ave. Emeryville, CA 94608 510-922-3000	1,207	1,207	1,233	Animation, film/ video	Jim Morris, President

► CLOSER LOOK

129k

Number of East Bay employees working for the 25 companies on the List

7

Number of new companies on the List, which include:
— Washington Hospital Healthcare System
— 24 Hour Fitness
— Telecare Corp.
— Penumbra Inc.
— Robert Half International Inc.
— Clorox Co.
— Pixar Animation Studios Inc.

ABOUT THE LIST

This List includes nonprofit, private and publicly held companies in Alameda and Contra Costa counties.

Information was obtained from company representatives, local government financial reports and websites from December 2018 through July 2019.

Southwest Airlines did not disclose its airport employees so it did not appear on this List.

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¹ Employee numbers estimate based on SFBT research.
² Figure reflects estimate of Pleasanton employees per city of Pleasanton's most recent Comprehensive Annual Financial Report.

NOTES: * - did not rank. NR - not reported.

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