

T H E L I S T

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50 GREATER BAY AREA FAMILY-OWNED BUSINESSES (1-25)

RANKED BY FISCAL YEAR 2015 COMPANYWIDE REVENUE

	Business name/Prior rank Website	Address Phone	2015 companywide revenue	Name of family	Generation of current owner	Year founded	Bay Area employees	Business description	Top local executive(s)
1	Levi Strauss & Co. ① levistrauss.com	1155 Battery St. San Francisco, CA 94111 415-501-6000	\$4.49 billion	Descendants of the family of Levi Strauss	Seventh	1853	1,550	Apparel retailer	Chip Bergh, President/CEO
2	Wilbur-Ellis Holdings II Inc. ② wilburellis.com	345 California St. 27th Fl. San Francisco, CA 94104 415-772-4000	\$3.14 billion	Wilbur	Third	1921	65	Marketing and distribution of agriculture products, animal feed and other chemicals	John Thacher, President/CEO
3	Fry's Electronics Inc. ③ frys.com	600 E. Brokaw Rd. San Jose, CA 95112 408-350-1484	\$2.2 billion ¹	Fry	First	1985	NR	Electronics retailer	John Fry, CEO
4	ASI Computer Technologies Inc. ④ asipartner.com	48289 Fremont Blvd. Fremont, CA 94538 510-226-8000	\$1.22 billion	Liang	First	1987	130	High-tech computer distribution	Christine Liang, President
5	Trinchero Family Estates ⑤ tfewines.com	100 St. Helena Hwy. (Hwy. 29) S. St. Helena, CA 94574 800-967-4663	\$800 million ²	Trinchero	Second and third	1948	1,031	Wine and spirits producer	Bob Torkelson, President/COO
6	Amy's Kitchen ⑥ amys.com	1650 Corporate Cir. #200 Petaluma, CA 94954 707-781-6600	\$500 million ³	Berliner	First	1987	1,700	Natural and organic convenience foods manufacturer	Andy Berliner, CEO/Co-owner
7	Jackson Family Wines ⑦ jacksonfamilywines.com	425 Aviation Blvd. Santa Rosa, CA 95403 707-522-6243	\$500 million ¹	Jackson and Banke	First and second	1982	NR	Collection of wineries around the world including Kendall-Jackson	Barbara Banke, Chairman/Proprietor Rick Tigner, CEO
8	San Jose Construction Co. Inc. ⑧ sjconstruction.com	1210 Coleman Ave. Santa Clara, CA 95050 408-986-8711	\$473 million	Di Manto	First	1953	125	General contractor	John Di Manto, CEO
9	Putnam Dealer Group ⑨ putnamauto.com	3 California Dr. Burlingame, CA 94010 650-347-4800	\$353.59 million	Putnam	Second	1965	432	Automobile sales and service	Joseph Putnam, CEO
10	OSISOFT LLC ⑩ osisoft.com	777 Davis St. San Leandro, CA 94577 510-297-5800	\$330 million	Kennedy	First	1980	400	Software for the industrial internet of things and digital transformation	Jenny Linton, President
11	One Workplace ⑪ oneworkplace.com	2500 De La Cruz Blvd. Santa Clara, CA 95050 669-800-2500	\$328 million	Ferrari	Third	1925	450	Office furniture, architectural products, audio visual integration	David Ferrari, President
12	BIRite Foodservice Distributors ⑫ birite.com	123 S. Hill Dr. Brisbane, CA 94005 415-676-0187	\$310.79 million	Barulich	Second	1966	313	Wholesale foodservice distributor to local restaurants, hotels, caterers	William Barulich, CEO
13	Alain Pinel Realtors ⑬ apr.com	12772 Saratoga-Sunnyvale Rd. Saratoga, CA 95070 408-741-1111	\$295 million	Hulme	Third	1990	175	Residential real estate broker	Paul L. Hulme, President/CEO
14	Cahill Contractors LLC ⑭ cahill-sf.com	425 California St. #2200 San Francisco, CA 94014 415-986-0600	\$284.14 million	Cahill	Fourth	1911	305	General contractor	Kathryn Cahill, CEO
15	Telecare Corp. ⑮ telecarecorp.com	1080 Marina Village Pkwy. #100 Alameda, CA 94501 510-337-7950	\$256 million	Bakar	Second	1965	900	Mental health services	Anne Bakar, President/CEO
16	Overaa Construction ⑯ overaa.com	200 Parr Blvd. Richmond, CA 94801 510-234-0926	\$250 million	Overaa	Fourth	1907	172	Alternative delivery general contractor	Jerry Overaa, CEO
17	SWENSON ⑰ swenson.com	777 N. 1st St. 5th Fl. San Jose, CA 95112 408-287-0246	\$228.6 million	Swenson	Fourth	1977	119	Developer and general contractor	Case Swenson, President
18	Critchfield Mechanical Inc. ⑱ cmihvac.com	1901 Junction Ave. San Jose, CA 95131 408-437-7000	\$228 million	Critchfield	Second	1977	560	Design-build mechanical contractor	W. Michael Critchfield, President
19	Hornblower Cruises & Events ⑲ hornblower.com	Pier 3, Hornblower Lndg. San Francisco, CA 94111 415-788-8866	\$220 million	MacRae	First	1980	320	Dining, entertainment, special events, sightseeing cruises and ferry services	Terry MacRae, CEO
20	Clover Stornetta Farms ⑳ cloverpetaluma.com	P.O. Box 750369 Petaluma, CA 94954 800-237-3315	\$210 million	Benedetti	Third	1977	220	Independent dairy processor	Marcus Benedetti, President/CEO
21	Joseph J. Albanese Inc. ㉑ jjalbanese.com	851 Main St. Santa Clara, CA 95050 408-727-5700	\$208.3 million	Albanese	Third	1955	750	Architectural and structural concrete, general engineering, demolition	Kevin Albanese, President/CEO
22	Nibbi Brothers General Contractors ㉒ nibbi.com	1000 Brannan St. #102 San Francisco, CA 94103 415-863-1820	\$205.8 million	Nibbi	Third	1950	235	General contractor and structural concrete subcontractor	Robert Nibbi, President
23	W. L. Butler Construction Inc. ㉓ wlbutler.com	204 Franklin St. Redwood City, CA 94063 650-361-1270	\$203.79 million ¹	Butler	First	1975	NR	General contractor	William Butler, CEO
24	Bell-Carter Foods Inc. ㉔ bellcarter.com	3742 Mt. Diablo Blvd. Lafayette, CA 94549 800-252-3557	\$191 million	Carter, Floyd, Downs, Sullivan	Second, third and fourth	1912	41	Specialty food manufacturer and importer	Tim Carter, CEO
25	Jelly Belly Candy Co. ㉕ jellybelly.com	1 Jelly Belly Ln. Fairfield, CA 94533 707-428-2800	\$190 million ¹	Rowland	Fourth, fifth and sixth	1898	479	Gourmet confections manufacturer	Lisa Rowland Brasher, President/CEO

¹ Company did not provide 2015 revenue. Figure reflects SFBT research estimate.
² Company did not provide revenue. Figure reflects 2014 companywide revenue.

³ SFBT research estimate.
⁴ Previously named Barry Swenson Builder.

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\$19.9B

Total combined 2015 revenue for all 50 companies on the List

15k

Number of Bay Area employees working for the 50 companies on the List combined

MOST FAMILY MEMBERS WORKING FOR THE BUSINESS

- Edges Electrical Group 11
- Jelly Belly Candy Co. 11
- One Workplace 10
- California Waste Solutions Inc. 9
- S&S Supplies and Solutions 9

ABOUT THE LIST

This List includes majority family-owned businesses located in the Greater Bay Area, which is defined as Alameda, Contra Costa, Napa, Marin, San Francisco, San Mateo, Santa Clara, Solano and Sonoma counties.

Information was obtained from firm representatives and websites. In case of ties, number of Bay Area employees was used as secondary ranking criteria.

Clif Bar & Co. (ranked #6 on last year's List) declined to participate. City Park (#28) was acquired by Imperial Parking Corp. in October 2015. MAI Industries Inc. (#36), Richlen Construction (#45) and The Hess Collection Winery (#46) did not respond to requests for information.

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 Julia Cooper at juliacooper@bizjournals.com.

NOTES

* - Did not rank
NR - Not reported.

Fastest Growing Companies
Ranked by revenue growth from 2012-2014

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T H E L I S T

THE LIST

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50 GREATER BAY AREA FAMILY-OWNED BUSINESSES (26-50)

RANKED BY FISCAL YEAR 2015 COMPANYWIDE REVENUE

	Business name/Prior rank Website	Address Phone	2015 companywide revenue	Name of family	Generation of current owner	Year founded	Bay Area employees	Business description	Top local executive(s)
26	Ghilotti Construction Co. ghilotti.com	246 Ghilotti Ave. Santa Rosa, CA 95407 707-975-6111	\$177 million	Ghilotti	Third and fourth	1914	425	Site prep, grading, paving, underground utilities	Richard Ghilotti, President/Owner
27	Edges Electrical Group¹ edgesgroup.com	1135 Auzeirais Ave. San Jose, CA 95126 408-293-5818	\$158 million	Lehmann, Flynn, Russello, Powers	Second, third and fourth	2015 ²	142	Wholesaler of electrical parts and materials	Chester "Chet" Lehmann III, Chairman/CEO
28	Bay Cities Paving & Grading Inc. baycities.us	1450 Civic Ct. #B400 Concord, CA 94520 925-687-6666	\$147.1 million	Rodriguez	Second	1964	150	General engineering, heavy construction	Ben Rodriguez, President
29	S&S Supplies and Solutions suppliesandsolutions.com	2700 Maxwell Way Fairfield, CA 94534 925-313-0360	\$135 million	Tomkovicz	First	1983	184	Industrial supplies, technical safety sales and services	Lucy Tomkovicz, CEO
30	Korbel korbel.com	13250 River Rd. Guerneville, CA 95446 707-824-7000	\$100 million	Heck	Second and third	1882	300	California champagne brandy and wine products	Gary Heck, President/ Owner
31	Guitard Chocolate Co. guitard.com	10 Guitard Rd. Burlingame, CA 94010 650-697-4427	\$100 million	Guitard	Fifth	1868	175	Chocolate processing	Gary Guitard, President/ CEO
32	Ghilotti Bros. Inc. ghilottibros.com	525 Jacoby St. San Rafael, CA 94901 415-454-7011	\$98 million	Ghilotti	Third	1914	250	General engineering contractor	Michael Ghilotti, President
33	McLarney Construction Inc. mclarney.com	355 S. Daniel Way San Jose, CA 95128 408-246-8600	\$97.65 million	McLarney	First	1987	48	General contractor	Kevin McLarney, President
34	Normandin Chrysler Jeep Dodge Ram normandin.com	900 Capitol Expwy. Auto Mall San Jose, CA 95136 408-266-9500	\$97.02 million	Normandin	Fifth	1875	165	Auto dealership	Mark Normandin, President
35	W. Bradley Electric Inc. wbeinc.com	90 Hill Rd. Novato, CA 94945 415-898-1400	\$93 million	Bradley	Second	1977	268	Electrical contractor	Leslie Murphy, CEO
36	Entsys Solutions Inc. entsys.com	1855 Gateway Blvd. #730 Concord, CA 94520 925-688-8989	\$92.12 million	Strohl and General	First and second	1988	44	Consultant and integrator of virtualization solutions	Michael Strohl, CEO
37	ATR International Inc. atrinternational.com	1230 Oakmead Pkwy. Sunnyvale, CA 94085 408-328-8000	\$86 million	Brenholz	First	1988	53	IT consultants and staffing services	Jerry Brenholz, President/CEO
38	McMillan Electric Co. mcmillanco.com	1950 Cesar Chavez St. San Francisco, CA 94124 415-826-5100	\$81 million	McMillan	Second	1965	250	Electrical contractor	Patrick McMillan, CEO
39	B.T. Mancini Co. Inc. btmancini.com	876 S. Milpitas Blvd. Milpitas, CA 95035 408-942-7900	\$78.5 million	Mancini	Third	1964	49 ³	Specialty contractor in commercial construction	Skip Mancini, President/ CEO
40	C.H. Reynolds Electric Inc. chreynolds.com	1281 Wayne Ave. San Jose, CA 95131 408-436-9280	\$78.1 million	Reynolds and Paiva	First	1983	285	Electrical contractor	Shelly Paiva, President
41	Toyota Material Handling Northern California Inc. tmhnc.com	31010 San Antonio St. Hayward, CA 94544 510-675-0500	\$75 million	Andres	First and second	1997	150	Sales, service, parts, rental of material handling equipment	Richard Andres, President/CEO
42	California Waste Solutions Inc. calwaste.com	1005 Timothy Dr. San Jose, CA 95133 408-292-0830	\$75 million	Duong	Second	1992	NR	Recycling and waste services	David Duong, CEO
43	Oakland Packaging & Supply Inc. oakpackaging.com	3200 Regatta Blvd. Richmond, CA 94804 510-307-7342	\$74.21 million	Ferris	First	1988	123	Distributor and consultant of packaging materials and equipment	Philip Ferris, President/ CEO Greg Basso, EVP
44	Shames Construction Co. Ltd. shames.com	5826 Brisa St. Livermore, CA 94550 925-606-3000	\$70.5 million	Shames	First	1987	45	Commercial general contractor	Carolyn Shames, President/CEO
45	Bayside Interiors Inc. baysideinteriors.biz	3220 Darby Cmn. Fremont, CA 94539 510-438-9171	\$64.59 million	Nicholson and Rivera	Second	1984	322 ⁴	Commercial specialty subcontractor	Steven Rivera, CEO Michael Nicholson, COO Timothy Hogan, President
46	Daley's Drywall & Taping Inc. daleysdrywall.com	960 Camden Ave. Campbell, CA 95008 408-374-7626	\$61.18 million	Daley	Second and third	1963	380	Metal framing, drywall, plaster, ceilings, carpentry subcontractor	Craig Daley, President
47	Broadway Mechanical- Contractors broadwaymechanical.com	873 81st Ave. Oakland, CA 94621 510-746-4000	\$59.44 million	Nurisso	Fourth	1989	230	Plumbing and HVAC systems	Fred Nurisso, CEO
48	R.W. Garcia Co. Inc. rwgarcia.com	521 Parrott St. San Jose, CA 95112 408-287-4616	\$54 million	Garcia	First	1982	16	Snack food manufacturer	Robert Garcia, President/CEO
49	RE/MAX Accord remaxaccord.com	313 Sycamore Valley Rd. W. Danville, CA 94526 925-838-4100	\$50.47 million	Stadtler	First	1996	35 ⁵	Real estate brokerage	John Stadtler, Broker/ Owner
50	RFI Communications & Security Systems rfi.com	360 Turtle Creek Ct. San Jose, CA 95125 408-298-5400	\$48.11 million	Harn	Second	1979	175	Designs, installs, maintains and monitors integrated security and fire/life safety systems	Dee Ann Harn, Owner/ CEO Brad Wilson, President/ COO Michelle Brooks, CFO

¹ Formerly Electrical Distributors Co., which partnered with Granite Electrical Supply in 2015 forming Edges Electrical Group.

² Electrical Distributors Co. was founded in 1948. The company partnered with Granite Electrical Supply in 2015 forming Edges Electrical Group.

³ Not including field personnel: Union carpenters, iron workers, flooring installers.

⁴ 290 union employees and 32 non-union employees.

⁵ Plus 400 agents.

► CLOSER LOOK

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Number of companies on the List that have been in business for more than 100 years

The oldest? Levi Strauss & Co. (163 years); Guitard Chocolate Co. (148 years); and Normandin Chrysler Jeep Dodge Ram (141 years), which started as a buggy-making company.

WE ASKED: What is the top challenge your business expects to face in the next year?

Nearly half of the family-owned companies responding to our survey say that finding qualified workers will be the biggest issue for their business.

Recruitment of skilled personnel	45%
Controlling costs	23%
Market conditions	11%
Competition	9%
Government policy	6%
Other	6%

JUST MISSED THE LIST

Ranked by 2015 revenue

Del Monaco Foods Inc.	\$40M*
Anderson Carpet	\$39.4M
Akroya Inc.	\$39M
McGuire Real Estate	\$36M
Bradley Real Estate	\$35.4M

* Estimate

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