

# MINORITY-OWNED BUSINESSES

L.A. County based; ranked by 2005 companywide revenues

## Next week

The 15 Largest Independent Advertising Agencies and 15 Largest Independent Public Relations Firms in Los Angeles County

### EXECUTIVE SUMMARY

**C**ook Inlet Energy Supply LLC no longer tops the list of the largest minority-owned businesses in L.A. County – as it had repeatedly – following its acquisition by Australian-based Macquarie Bank Group last November.

Three of the largest companies on the list are Chinese-American owned companies. They include seafood supplier Red Chamber Group, No. 1 this year, followed by City of Industry-based Newegg.com, an online computer and consumer electronic e-commerce company. Walnut-based ViewSonic Corp., No. 3 this year, manufactures and distributes computer and entertainment displays. Korean-American owned Forever 21, No. 4 this year, saw revenues increase to \$924 million, a 24 percent increase over 2004. Fast-food chain Panda Restaurant Group, No. 5 this year, rounds out the top five with \$757 million in revenues, a 24 percent increase over the previous year.

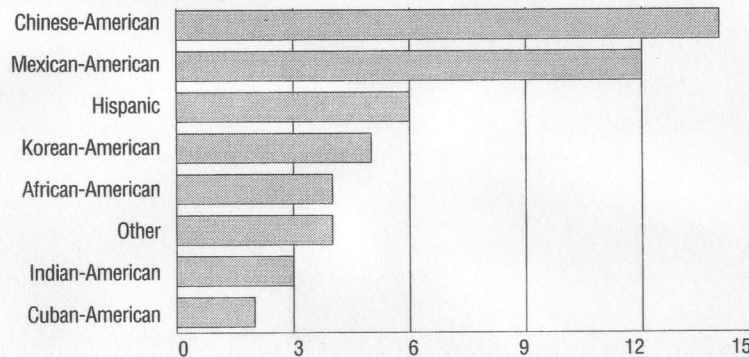
Overall, the 50 largest minority-owned businesses reported combined revenues of \$8 billion, up \$1.1 billion or 16 percent. They employ 30,000 people in over 300 worldwide offices.

– David Nusbaum

### THE TRENDS

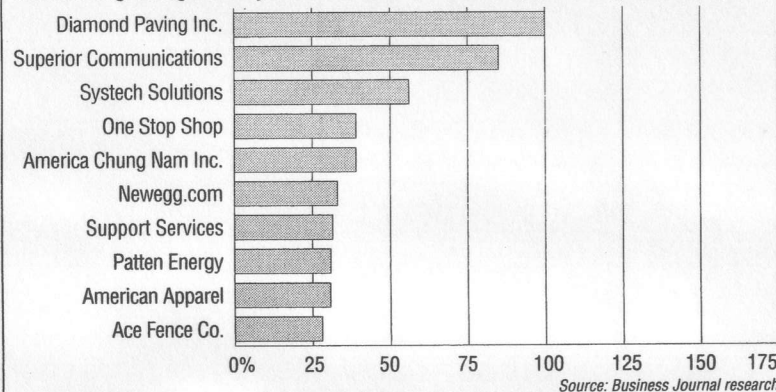
#### Ethnic Ownership

Breakdown of L.A. County's 50 largest minority-owned businesses, by ethnicity.



#### Getting Bigger

Ten fastest growing minority-owned businesses ranked by percentage revenue growth.



### THE PACESETTER

#### RED CHAMBER GROUP

**W**ITH revenues topping \$1.3 billion, Red Chamber Group tops this year's list of the largest minority-owned businesses in L.A. County. Revenues increased by \$110 million or 9 percent compared with the previous year. The Vernon-based company imports seafood from more than 40 countries worldwide and has cold-storage facilities capable of holding more than 60 million pounds.

Despite increasing fears over mercury content in fish, the company is betting that its business will continue to expand.

"There is a lot of room to grow," said Rick Martin, executive director, citing a recent study by the United Nations that noted worldwide seafood consumption is approximately 34 pounds per capita but only 17 pounds per capita in the United States. "We'll see consumption trends go up as the awareness of benefits increases."

The company's biggest category of seafood is shrimp, for which it is the largest importer in the U.S. Beyond shrimp, it offers a diversified group of products including crab, lobster and fin fish. It owns food processing and breeding facilities, including one in Los Angeles and three in Florida. Products are sold in bulk or can be portion-controlled packaged with nutrition labeling and instructions for preparation.

Red Chamber has recently added dairy products to its portfolio. Two years ago, it acquired a manufacturer of California cheese and last year it added a small Buena Park-based ice cream company.

Red Chamber also purchased the Singleton and Meridian seafood brands from ConAgra Foods Inc. Combined sales for the two brands totaled \$350 million last year according to ConAgra. The deal is expected to close on March 31.

Founded in 1973, the company is owned by the Chinese-American Kou family. It was originally started as a small, family-owned restaurant before becoming an importer and supplier. The company employs 1,000 people in its 13 worldwide offices.

– David Nusbaum

Rank	Company (ranking in 2005) • name • address	Revenues (millions) • 2005 • 2004 • percent change	Majority Ownership	Type of Business	Profile • year founded • employees (county/total) • offices (county/total)	Web site	Top Local Executive • name • title • phone
1	<b>Red Chamber Group (2)</b> 1912 E. Vernon Ave. Vernon 90058	\$1,310 \$1,200 9.2%	Chinese-American	seafood supplier	1973 500/1,000 8/13	redchamber.com	Ming Bin Kou president (323) 234-9000
2	<b>Newegg.com</b> 16839 E. Gale Ave. City of Industry 91745	1,300 980 32.7	Chinese-American	online computer and consumer electronic e-commerce company	2001 800/1,200 5/12	newegg.com	Fred Chang chairman, ceo (626) 271-1420
3	<b>ViewSonic Corp. (3)</b> 381 Brea Canyon Road Walnut 91789	1,200 1,100 9.1	Chinese-American	computer and entertainment displays distributor	1987 230/664 1/24	viewsonic.com	James Chu ceo (800) 888-8583
4	<b>Forever 21 Inc. (4)</b> 2001 S. Alameda St. Los Angeles 90058	924 643 43.7	Korean-American	retailer	1984 NA/9,500 1/1	forever21.com	Do Won Chang ceo (213) 741-5100
5	<b>Panda Restaurant Group (6)</b> 1683 Walnut Grove Ave. Rosemead 91770	757 610.8 23.9	Chinese-American	owns and operates restaurants nationwide	1973 NA/12,000 1/NA	pandarg.com	Andrew Cherng/Peggy Cherng co-chairman/co-chairwoman, ceo (626) 799-9898
6	<b>Act-1 Group (5)</b> 1999 W. 190th St. Torrance 90504	718 622.7 15.3	African-American	staffing, human resources, managed human resources services	1978 NA/NA NA/NA	act-1.com	Janice Bryant Howroyd ceo (310) 750-3400
7	<b>America Chung Nam Inc. (7)</b> 1163 Fairway Drive City of Industry 91789	700.2 504.6 38.8	Chinese-American	waste paper and pulp exporter	1990 143/158 1/3	N/A	Peter Wang ceo (909) 839-8383
8	<b>Superior Communications (9)</b> 5027 Irwindale Ave., Suite 900 Irwindale 91706	245 132.7 84.6	Chinese-American	manufacturer and distributor of wireless phone accessories	1991 221/236 1/2	superiorcommunications.com	Solomon Chen ceo, president (626) 856-6020
9	<b>K.V. Mart Co. (8)</b> 1245 E. Watson Center Road Carson 90745	235.6 250.8 -6.1	Iranian-American	grocery stores	1977 900/1,100 17/19	kvmart.com	Darioush Khaledi chairman, ceo (310) 816-0200
10	<b>American Apparel</b> 747 Warehouse St. Los Angeles 90021	192.2 147 30.7	Korean	clothing wholesale and retail	1998 3,400/4,400 12/105	americanapparel.net	Dov Charney ceo (213) 488-0226
11	<b>Pacific American Fish Co.</b> 5525 S. Santa Fe Ave. Vernon 90058	150 140 7.1	Korean-American	seafood distributor and manufacturer	1977 161/181 1/3	paico.net	Peter Huh ceo, president (323) 319-1515
12	<b>JC Sales (13)</b> 2720 S. Soto St. Los Angeles 90023	121.5 112.6 7.9	Korean-American	general merchandise wholesaler	1993 240/240 1/1	jcsales.biz	James H. Shin ceo, president (323) 881-0099
13	<b>PC Club (12)</b> 18537 E. Gale Ave. City of Industry 91748	108 112 -3.6	Chinese-American	computer retail and services	1991 180/400 12/44	pcclub.com	Jeff Lan president (626) 839-8080
14	<b>Premio Inc. (11)</b> 918 Radecki Court City of Industry 91748	105.3 112.5 -6.4	Chinese-American	hardware manufacturer, education software developer, contract manufacturer	1989 150/210 1/7	premioinc.com	Crystal Wu ceo (800) 977-3646
15	<b>F. Gaviña &amp; Sons Inc. (15)</b> 2700 Fruitland Ave. Vernon 90058	90 80 12.5	Cuban-American	specialty coffee roaster and wholesaler	1967 290/300 1/2	gavina.com	Pedro L. Gaviña president (323) 582-0671