

Excellence in **ENTREPRENEURSHIP** Awards



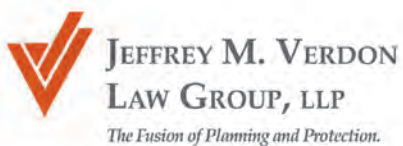
2020 AWARD WINNERS KEEP UP EXCELLENCE

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2021 EXCELLENCE IN ENTREPRENEURSHIP AWARD NOMINEES

international and domestic undervalued and distressed assets from companies in extreme distress. Browndorf has on multiple occasions formed consortiums of top banks and hedge funds to bid on distressed companies in excess of \$800,000,000 USD taking the lead as general partner for its stalking horse limited partners and navigating the complicated legal structures to exit the assets to western countries from eastern countries. Browndorf has bid on housing, commercial real property, gaming and online assets, restaurants and does business in China, Central & Eastern Europe, Western Europe and the United States. Browndorf has deployed in excess of \$198,000,000 USD in capital and managed a gross 23.16 XIRR on its own portfolios.

Powerhouse Communications, Santa Ana

Kristin Daher, President & Founder

Since founding Powerhouse Communications in 2016, Kristin Daher has shaped the agency into a literal communications powerhouse delivering an imaginative approach to PR, influencer and social media programs for consumer brands across a variety of industries including restaurant, CPG, franchise, retail, technology and health and fitness. In the last year, Daher expanded the agency's reach to work with international brands looking to increase awareness in the U.S. Always committed to company culture, Daher has built a healthy, creative environment for her employees to grow and thrive. Under her leadership, the agency has the privilege to manage communications strategies for clients like Mountain Mike's Pizza, Juice It Up!, WaBa Grill, London-based Tone & Sculpt and Japan-based Asahi. For the second consecutive year, Powerhouse was recognized as a high-ranking company in Entrepreneur's Top Franchise Suppliers list, which recognizes leading companies providing services to franchise companies. Daher also serves on the Board of Directors for the California Restaurant Foundation where she provides strategic counsel to increase awareness of the non-profit which provides much-needed support to the struggling restaurant community.

Procure American Inc., San Juan Capistrano

Fred Armendariz, CEO

In 2001 Fred Armendariz accepted a Senior Executive Service appointment by President George W. Bush to join the Administration. Amongst his initial assignments was to assist in the drafting the "President's Management Addenda" (PMA). His role within the PMA project was to identify private sector best practices that could be applied to government business purposes in an effort to deliver cost and operational efficiencies. It was here Armendariz first learned of "business intelligence services" (BIS) and the benefits that government agencies could achieve through leveraging this capability. In 2010, Mr. Armendariz formed Procure America (PA), the first company in the United States that specializes in providing government agencies with BIS services. Since the launch of PA, the company has worked with over 200 government clients including-federal, state and local agencies: including the County of Orange, and over 20 of the county's cities. With the extreme stress placed on local government budgets during the pandemic, PA has been instrumental in helping agencies lower expenses and manage services over this past year.

Rallio, Irvine

Chuck Goetschel, CEO

Chuck Goetschel is the co-founder of Rallio, a powerful SaaS combining cloud-based social media technology, artificial intelligence and employee advocacy. As the supplier of choice for franchise organizations and small businesses, Rallio enables multi-location brands and SMB operators to optimize their social media engagement, while managing their entire social media presence, online reputation, and online directory listings in one dashboard for all locations. By automating agency-like services and employee advocacy across their social media pages, brands multiply their reach exponentially and experience rapid month-over-month growth on social media. Rallio has earned recognition as an Entrepreneur magazine Top Franchise Supplier for three years running; an Inc.com Fastest Growing Company; and an Inc.com Fastest Growing Regional Company in California. Rallio has grown into one of the fastest growing technology companies in America, receiving numerous awards: OCTANE High Tech Innovation Awards finalist for Outstanding Emerging Technology in 2018; Comparably.com Best CEO award in 2018; Entrepreneur magazine's 360 list in 2019 featuring the top companies mastering the art and science of growing a business; Entrepreneur magazine's Top Franchise Supplier list in 2018, 2019, and 2020, where Rallio is listed as the #1 recommended social media technology for franchise brands; as well as Inc.com's 2020 list for fastest growing privately held companies in America - listed at #1,226.

Revive, Irvine

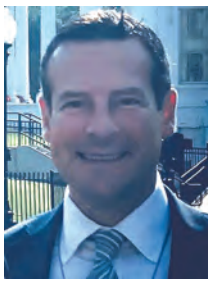
Michael Alladawi, CEO

Revive is a fast-growing startup that is rapidly innovating in the real estate industry. The company offers a suite of products/services that add value to real estate professionals, homeowners, and service providers. Their platform is centered on lifting the burden of finding & managing the right contractor, designing for maximum profit, and fronting the costs for pre-sale home improvements. All of this is offered with zero fees/zero markups/zero additional costs to homeowners. The ability for real estate agents and brokerages to offer this solution to clients allows them to provide real value: creating a competitive edge, reducing stress/headaches, and maximizing home value. Michael Alladawi has 15 years of real estate experience in Southern California and beyond. He is recognized as being an expert in home value creation and in the industry in general and has been featured on the Bravo TV show Real Estate Wars.

Revive, Irvine

Dalip Jaggi, Co-Founder

Recognized as an active entrepreneur filled with high-energy, passion, and new ideas. Dalip Jaggi's career kicked off by building a brand-focused, engineering studio, Devise



Interactive. He led a team that concentrates on helping entrepreneurs & companies with early-stage concepts & innovations. The agency was acquired in 2018 by an international public-traded company, Vincit. Jaggi recently founded a start-up studio in Orange County, Branch Startup Studio. He is now focused on building companies in it's entirely for disruptive CEO's locally. Their first portfolio company is Revive, is a real estate services company that focuses on maximizing value and profit for home sellers.

Robotic Assistance Devices, San Juan Capistrano

Steve Reinharz, President

Steve Reinharz, founder of the company, started coding at 10 years old (1982) and self-published a book, An Introduction to Artificial Intelligence in 1991 while attending University in London, Ontario, Canada. The book was Reinharz's first entrepreneurial effort - he spent that summer selling it to high schools around the province for a profit of \$4,000. After accelerating his double major (political science and commercial studies) he moved to California and opened a security integration firm. By 30 years old had the trappings of financial success, building a custom home in Laguna Beach, etc. Had a big government contract, didn't get paid, and then subsequently lost everything by 32 years old. Reinharz then opened a division for a different security company and sold to Securitas for a nice exit a few years later and then floated around various firms until, after building a relationship with NVIDIA, started working with a mobile AI processor that could perform accurate human detection - from a mobile platform. It was in 2015 and Reinharz decided to open a security robotic company which he did in 2016.

Scarlet Kitchen & Lounge, Rancho Mission Viejo

Paige Riordan, Executive Chef & Owner

Since its opening in January 2020, Scarlet Kitchen & Lounge has delighted the Orange County community. Executive Chef/Owner Paige Riordan's menu focuses on time-honored family recipes and East Coast classics brought to life with the finesse and flair of West Coast farm-to-table cuisine. Scarlet Kitchen & Lounge is a family-owned business in every sense of the word. Riordan's husband, mother, and father are all involved in the day-to-day operations at the restaurant. Riordan is joined in the kitchen by her father Marty Manley, a former East Coast commercial fishing captain, who attended culinary school at the Art Institute of Orange County. The father-daughter duo attended their respective culinary schools simultaneously, and much like the menu at Scarlet itself creates a convergence of East Coast meets West Coast. Her husband Matt Riordan, a former finance executive, runs front-of-house operations as the restaurant's general manager; and her mother, Anne Manley co-owner and CFO of a family-owned business on the East Coast will manage business operations including HR and financials.

SCGWest Development, Irvine

Kyle Gorman, Co-Founder & Partner

Kyle Gorman took his finance background and his passion for real estate and construction, and co-founded SCGWest Development in 2012. Gorman's formula of synchronizing all aspects of a project to a single point of contact while coupling proprietary technology, has facilitated the success of SCGWest. SCGWest is now the leader in development and design-build of retail, restaurants, and medical clinic offices across the southwestern United States. His career has traversed a variety of industry submarkets, including a financial analyst for investment sales, construction management of ground up builds and large-scale interior renovations, to eventually the industry of commercial real estate brokerage. In 2018 and 2019 the Orange County Business Journal awarded SCGWest as a top tenant improvement contractor for its work in the renovation of build out of hundreds of restaurants through the county. In 2020 INC. Magazine recognized SCGWest as one of the fastest growing companies, this was all possible because of the leadership that Gorman has shown.

Sessions West Coast Deli, Newport Beach

Max Schlutz, Partner

As the executive chef & partner of Sessions West Coast Deli in Newport Beach, Huntington Beach and Irvine, Chef Max Schlutz presents a menu of gourmet, culinary-focused sandwiches in a relaxed environment. The term "West Coast Deli" perfectly describes the marriage of a high-quality deli menu with a chill vibe that appeals to area locals and tourists alike. Sessions' dedication and commitment to its community has made it a hub for local surfers, skaters and Orange County diners looking for great sandwiches. Unlike most sandwich shops in the region, Sessions proudly boasts a scratch kitchen with housemade sauces, sides, salads, and soups prepared daily. All sandwiches are made to order with fresh, locally grown produce; humanely and naturally raised meats; and locally baked bread delivered daily.

Ship & Shore Environmental, Signal Hill

Anoosheh Oskouian, President & CEO

As the pollution control industry's only female CEO, Oskouian is unique within the environmental sector. For over two decades leading her global corporation to new heights, Oskouian has extensive experience in the engineering, design, and fabrication of industrial and commercial projects of a wide range of clean air technologies and established her expertise in air pollution abatement, carbon footprint reduction, waste heat and reusable energy recovery, and fabrication of integrated "green" solutions. Recognizing that her company has the capable technical assets and resources, Oskouian constantly empowers her team to innovate other technologies that will not only help the environment, but can be utilized for the betterment of humanity as a whole. In 2020, under Oskouian's direction, S&SE launched a new product line utilizing technology which will help to disinfect surfaces as well as purify air free from pathogens. The Korozone disinfection system utilizes

