

T H E L I S T

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BLACK-OWNED BUSINESSES (1-27)

RANKED BY 2019 REVENUE

	Business name Website	Address Phone	2019 companywide revenue	% Ownership, Black	Year founded	Business description	Name of company primary owner(s)
1	Way To Be Designs LLC waytobe.com	30987 San Clemente St. Hayward, CA 94544 510-476-6200	\$20 million	100	1993	Suppliers of promotional products and uniforms	Alan McIntosh, Wayne Beasley
2	Carol H. Williams Advertising carolhwilliams.com	1625 Clay St. #800 Oakland, CA 94612 510-763-5200	\$19.99 million	100	1986	Creative communications agency	Carol H. Williams
3	Aire Sheet Metal Inc. airesm.com	1973 E. Bayshore Rd. Redwood City, CA 94063 650-364-8081	\$12.76 million	100	1971	Commercial and industrial HVAC design, fabrication and installation	Bobby Eugene Bramlett
4	Tucker Technology Inc. tuckertech.com	300 Frank Ogawa Plz. #235 Oakland, CA 94612 510-836-0422	\$11 million	100	1995	Provides installation of wireless infrastructure equipment	Conchita Tucker, Frank Tucker, Frank Q Tucker
5	Metro Contract Group metrocontractgroup.com	1111 Broadway #1650 Oakland, CA 94607 510-254-4281	\$6 million	51	1993	Office furniture dealer and design	Dwight Jackson
6	Acumen Building Enterprise Inc. acumentransit.com	7770 Pardee Ln. #200 Oakland, CA 94621 510-530-3029	\$5.17 million	100	1994	Consulting engineering services firm focused on IT communications, transit infrastructure and more	Walter Allen
7	AE3 Partners Inc. ae3partners.com	275 Battery St. #1050 San Francisco, CA 94111 415-306-0886	\$4 million	100	2007	Architecture, project/ program management	Rick Dumas, Douglas Davis
8	Marina Security Services Inc. marinasecurityservices.com	465 California St. #609 San Francisco, CA 94104 415-773-2300	\$3.72 million	100	1997	Security guard services	Sam Tadesse
9	Brown Sugar Kitchen brownsugarkitchen.com	2295 Broadway Oakland, CA 94612 510-839-7685	\$3.5 million	51	2008	Soul food restaurant	Tanya Holland
10	Encanto Squared enacanto2.com	101 2nd St. San Francisco, CA 94105 NR	\$3 million	80	2012	Business analytics SaaS platform	Cris Solomon
10	Net Electric Inc. netelectric.biz	3803 Broadway #2 Oakland, CA 94611 510-245-3322	\$3 million	100	2000	Electrical and solar contractors	Nathan Tyler
10	Red Bay Coffee redbaycoffee.com	3098 E. 10th St. Oakland, CA 94601 NR	\$3 million	90	2014	Coffee roasting, wholesale	Keba Konte, Rachel Konte, Don Thompson, Richelieu Dennis, David Drummond
13	Davis and Associates davis-pr.com	1388 Sutter St. #1200 San Francisco, CA 94109 415-274-1821	\$2.46 million	100	1996	PR agency	Darolyn Davis
14	ICE Safety Solutions Inc. getice.com	47703 Fremont Blvd. Fremont, CA 94538 877-743-8423	\$2 million	100	1998	Delivers OSHA, health and safety PPE and classes	Pamela Isom
15	Souley Vegan LLC souleyvegan.com	301 Broadway Oakland, CA 94607 510-922-1615	\$1.5 million	100	2006	Plant-based Louisiana Creole cuisine	Tamearra Dyson
16	Accurate C&S Services Inc. accuratescreens.com	8105 Edgewater Dr. #225 Oakland, CA 94621 510-777-0904	\$1.45 million	100	2006	Security-focused, compliant-drive, cyber- vigilant solutions provider	Regina Jones
17	Oakstop oakstop.com	1721 Broadway #201 Oakland, CA 94612 NR	\$1.4 million	100	2014	Workspace and event space	Trevor Parham
18	Harris Hoisting harrishoisting.com	275 5th St. #416 San Francisco, CA 94103 415-913-0143	\$1.3 million	100	2015	Provides union operators to operate hoists and elevators on construction sites	Tana Harris
19	Cupcakin' Bake Shop cupcakinbakeshop.com	2391 Telegraph Ave. Berkeley, CA 94704 510-817-4841	\$1.1 million	100	2010	Retail bakeshop	Lila Owens
20	Joy Street Design joystreetdesign.com	3008 Lakeshore Ave. #1 Oakland, CA 94610 510-817-4003	\$960,000	100	2011	Interior design firm specializing in residential and commercial boutique properties	Kelly Finley
21	Matthews Financial & Insurance Solutions mfis.biz	1946 Embarcadero Oakland, CA 94606 510-229-7608	\$500,000	100	2009	Insurance/financial adviser	Jason Matthews
22	Smart Simple Marketing smartsimplemarketing.com	2340 Powell St. #223 Emeryville, CA 94608 510-601-0470	\$450,000	100	2006	Content marketing consultancy	Sydni Craig-Hart, Wil Hart
23	Buie Porter Munson & Siller LLC bpms.com	1321 Evans Ave. #C San Francisco, CA 94124 NR	\$325,650	100	2008	Community outreach and engagement	Alpha Buie
24	Digital Disclosure digitaldisclosureav.com	2011 Clement St. #2 San Francisco, CA 94121 628-256-1828	\$324,892	100	2017	Audio visual design, installation and service	James Jackson
25	Crumble & Whisk crumbleandwhisk.com	6270 Overland Ave. Emeryville, CA 94605 415-237-3318	\$300,000	100	2013	Artisan style cheesecake company	Charles Farrier
25	Homage Hospitality anewkindofhospitality.com	510 3rd St. Oakland, CA 94607 NR	\$300,000	89	2015	Hotel management company	Damon Lawrence, Erik Murray, Parren James, Vince Gibbs
25	Kevin D. Oden & Associates LLC kdoden.com	10 Southard Pl. San Francisco, CA 94109 NR	\$300,000	58	2018	Model risk consulting	Kevin D. Oden

► CLOSER LOOK

\$113M

Total 2019 revenue
generated by the 50
companies on the List
combined

NEW LIST

This is the first year we are
doing a list of Black-owned
businesses in the Bay Area.

Prior rank was excluded
from this list because it is
new.

Many organizations helped
in the creation of this
list, including the Small
Business Exchange, San
Francisco African American
Chamber of Commerce,
BAOBOB and the Western
Regional Minority Supplier
Development Council.

ABOUT THE LIST

This List includes Black-
owned businesses (51% or
more Black-owned) that
are headquartered in the
Bay Area, which is defined
as Alameda, Contra Costa,
Marin, San Francisco and
San Mateo counties.

Information was
obtained from company
representatives and SFBT
research.

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NOTES

NR - not reported.

Genentech
A Member of the Roche Group

 **KAISER PERMANENTE**

CSAA Insurance Group,
a AAA Insurer

 **UnionBank**




**Western Regional
Minority Supplier
Development Council**

WRMSDC provides training
resources and advocacy for
minority owned businesses.

Get involved at
www.wrmsdc.org.

T H E L I S T

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BLACK-OWNED BUSINESSES (28-50)

RANKED BY 2019 REVENUE

	Business name Website	Address Phone	2019 companywide revenue	% Ownership, Black	Year founded	Business description	Name of company primary owner(s)
28	The District Barbers thedistrictbarbers.com	897 Brannan St. San Francisco, CA 94103 888-958-5580	\$280,000	100	2015	Barbershop gallery	Bryan Hill
29	Forward Ever Media/Game Changers Films forwardevermedia.com	P.O. Box 24662 Oakland, CA 94623 NR	\$250,000	100	2012	Creative communications strategy, design and video production	Cheo Tyehimba Taylor
30	Robert Dorsey Catering and Events chefrobertdorsey.com	4096 Piedmont Ave. #721 Oakland, CA 94611 NR	\$240,000	100	2014	Full-service catering	Robert Dorsey III
31	Sheryl Grant Enterprise sherylgrant.com	4061 E. Castro Valley Blvd. Castro Valley, CA 94552 NR	\$200,000	100	2016	Digital mentorship	Sheryl Grant
31	Trap Yoga Bae trapyogabae.com	2111 Myrtle St. Oakland, CA 94607 NR	\$200,000	100	2017	Dancing and yoga studio	Brittney Floyd-Mayo, Kaylah Burris
31	Yema LLC yemacalif.com	10 Main St. Tiburon, CA 94920 415-488-7770	\$200,000	100	2016	Action fashion line	Hawi Awash
34	The Damel thedamel.com	1312 Broadway Oakland, CA 94612 510-817-4939	\$175,000	100	2019	Afro-Brazilian restaurant	Elhadji Diouf
35	Robles Concrete Design LLC roblesconcretedesign.com	1325-B Evans St. San Francisco, CA 94122 415-690-8174	\$160,000	100	1994	Construction services	Kimberley Robles
36	AAA Bayview Real Estate bayviewrealestate.com	48 Le Conte Cir. San Francisco, CA 94124 415-657-2847	\$145,000	100	2008	Community real estate services and housing retention	Diane Wesley Smith
37	James Henry SF jameshenrysf.com	1830 Embarcadero #104 Oakland, CA 94606 NR	\$120,000	100	2017	Cannabis health and wellness	James Victor, James Henry
38	DTM Strategies dtmstrategies.win	P.O. Box 85 Pinole, CA 94564 NR	\$110,000	100	2015	Boutique digital marketing agency	Devin Murphy
39	Anne in the City LLC NR	1 Captain Dr. Emeryville, CA 94608 NR	\$90,000	100	2017	PR agency	Anne Hudson
40	Nombe Catering & Events nombesf.com	532 Franconia St. San Francisco, CA 94110 NR	\$88,000	51	2009	Japanese and California cuisine catering	Gil Payne
41	Forrest Fire BBQ forrestfirebbq.com	NR San Rafael, CA 628-800-3473	\$85,000	100	2015	On-site BBQ	Forrest Murray Jr.
42	Skincare by Feleciai skincarebyfeleciai.com	704 Jefferson St. Oakland, CA 94607 NR	\$82,000	100	2009	Manufacturer of natural, luxury skin care products	Feleciai Favroth
43	Identafire identafire.com	333 15th St. Oakland, CA 94612 510-545-2909	\$78,000	100	2017	Graphic design, web development and marketing materials for social impact	Aaron Joseph
44	Carine Camara NR	936 Dewing Ave. #1 Lafayette, CA 94549 925-310-5317	\$75,000	100	2011	Intuitive guide, acupuncturist and energy medicine practitioner	Carine Camara
45	Foxx Fitness LLC edensf.com	1677 Bush St. #10 San Francisco, CA 94109 NR	\$74,000	100	2009	Holding company for Bridal Fitness Coach and Eden Fitness Studio	Tammy Foxx
46	Iyoba iyoba.com	1399 Via Faisan St. San Lorenzo, CA 94580 NR	\$65,000	100	2000	Environmentally conscious beauty brand	Efiya Asabi
47	Yvonne's Southern Sweets yvonnensouthernsweets.com	5128 3rd St. San Francisco, CA 94124 415-368-7900	\$55,000	100	2003	Family-owned bakery	Yvonne Hines
48	US Safety Solutions Inc. ussafetysolutions.com	875-A Island Dr. #111 Alameda, CA 94502 510-356-6543	\$51,000	100	2009	LED light systems and emergency building evacuation solutions	Deryck Wade
49	Arawak Farm Vassell Foods Inc. vassellfoods.com	9533 Alcala Ave. Oakland, CA 94605 NR	\$50,000	100	2013	Manufacturer of specialty foods	Lloyd Vassell
49	Salt & Fire Catering & Private Chef Service saltandfireoakland.com	537 E. 17th St. Oakland, CA 94606 510-827-8994	\$50,000	100	2019	Catering and private chef services	Brandon King

► CLOSER LOOK

66%

Of Black business owners are in "essential industries" compared to 76% of the national average, placing them at a higher rate for job loss during Covid-19

26%

Of Black owners lost their businesses during the Covid-19 downturn, the most of any demographic

numbers are based on a study from the University of California, Santa Cruz

ABOUT THE LIST

This List includes Black-owned businesses (51 percent or more Black-owned) that are headquartered in the Bay Area, which is defined as Alameda, Contra Costa, Marin, San Francisco and San Mateo counties.

Information was obtained from company representatives and SFBT research.

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