

What the Inc. 5000 companies do

IT Services **11.6%** (579 companies); Business Services **10.6%** (532);
 Construction **9.2%** (459); Manufacturing **8.1%** (405);
 Advertising & Marketing **7.2%** (361); Software **5.5%** (277);
 Retail **4.5%** (227); Consumer Products **4.3%** (214); Health **4.1%** (206);
 Human Resources **4.1%** (203); Financial Services **3.8%** (189);
 Food & Beverage **3%** (148); Government Services **2.8%** (138);
 Telecommunications **2.6%** (128); Computers & Electronics **2.5%** (124);
 Transportation **2.3%** (113); Engineering **1.7%** (85);
 Environmental Services **1.6%** (81); Energy **1.6%** (78); Real Estate **1.5%** (74);
 Consulting **1.4%** (72); Media **1.4%** (72); Logistics **1.4%** (70);
 Education **1%** (52); Insurance **0.9%** (46); Security **0.9%** (43);
 Travel **0.5%** (23)



Top 10 industries by median revenue

1. Travel \$38.8 million
2. Financial Services \$16.3 million
3. Logistics \$15.4 million
4. Government Services \$14.8 million
5. Energy \$14.2 million
6. Insurance \$14 million
7. Construction \$13.8 million
8. Transportation \$12.2 million
9. Human Resources \$11.7 million
10. Telecommunications \$11.6 million



Top 10 industries by median growth rate

1. Energy 298%
2. Government Services 220%
3. Security 200%
4. IT Services 187%
5. Software 187%
6. Consulting 182%
7. Telecommunications 171%
8. Advertising & Marketing 167%
9. Real Estate 167%
10. Financial Services 165%



Median revenue
(\$9.9 million)

Top 10 metro areas (by median revenue)



1 Grand Rapids, Mich. (16 companies) \$26.2 million



2 San Antonio (25) \$21.3 million



3 Baton Rouge, La. (14) \$18.8 million

START-UP CAPITAL
87% of Inc. 5000 companies
 were self-funded
19% used loans from
 friends or family
17% relied on bank loans
3% received venture capital

TOP 10 WOMAN-RUN COMPANIES (by growth)

1. Zorch



Nicole Loftus

Loftus's creation: an online portal from which corporations can purchase promotional merchandise.

2. LeGacy Resource Corporation Chiquita Young

Young's forte is IT and security consulting for government agencies. (See "Top 10 Minority-Run Companies," next page.)

3. Temporary Housing Directory



Teresa Vidger

This business finds temporary homes for people who have been displaced by disasters.

4. Craig Technologies Carol Craig

Craig runs an IT services firm with an expertise in engineering.

5. Search Wizards



Leslie O'Connor

O'Connor helps companies handle hiring chores.

6. Solid Source Realty Michele Shoda

This Roswell, Georgia, real estate agency primarily serves the residential market.

7. LaborLawCenter Duyen La

La's specialty: Printing and selling those labor-compliance posters seen in break rooms everywhere.

8. Signature Genomic Laboratories Lisa Shaffer

This genetic testing company helps diagnose chromosome abnormalities in children with developmental disabilities.

9. Earth Resources Technology



Jingli Yang

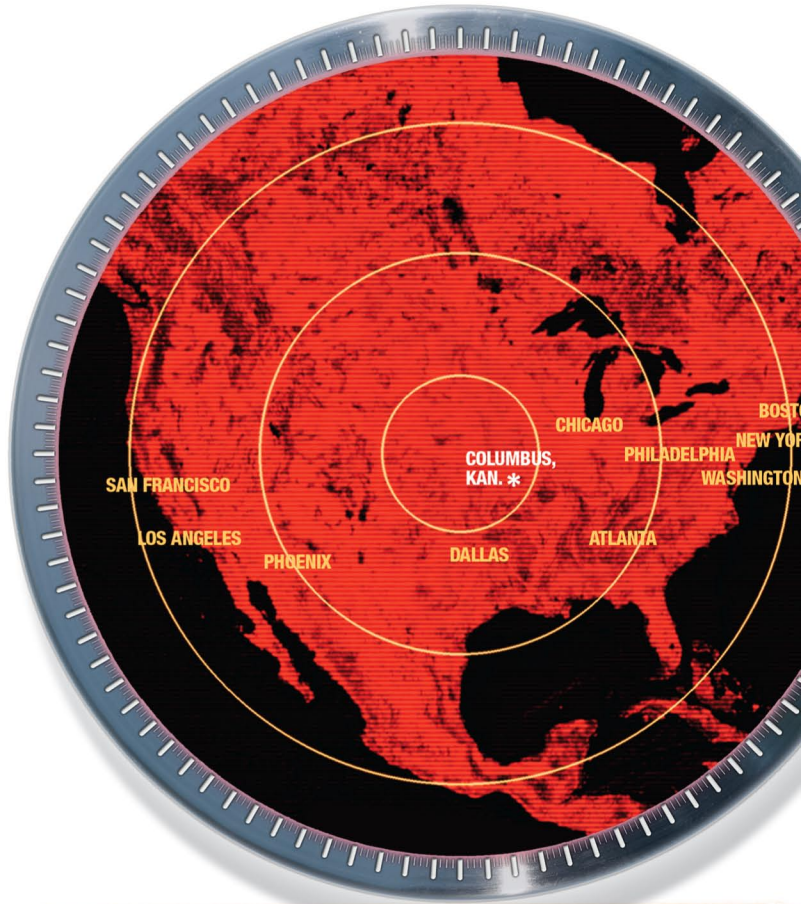
Provides IT support services, with a focus on earth science, to the federal government.

10. Oil Chem Technologies



Christie Lee

Lee's company helps drillers get more oil out of wells that are considered depleted.



Where you'll find them

New York metro area **355** companies

Washington, D.C., and suburbs **300**

Los Angeles **244**

Atlanta **194**

Chicago **189**

Boston **175**

San Francisco **159**

Philadelphia **158**

Dallas-Fort Worth **139**

Phoenix **121**

* Off the beaten path

Only 62 companies on the Inc. 5000 are not based in a metropolitan area. The largest of those is **Crossland Construction** in Columbus, Kansas (pop. 3,396), which logged 2007 revenue of \$475 million and three-year growth of 122.1%.

WOMEN: LOFTUS; SAVERIO TRUGLIA; OTHERS COURTESY SUBJECT (4)



4 Houston (97)
\$17.1 million



5 Kansas City, Mo.-Kan. (39)
\$16.5 million



6 Sarasota, Fla. (12)
\$15.6 million



7 Milwaukee (44)
\$15 million

TOP 10 MINORITY-RUN COMPANIES

(by growth)

1. Amir Amirfar and Associates



Amir Amirfar
The head of this

architectural and engineering consulting firm came to the U.S. at age 1 with his Persian father and Armenian mother.

2. Glispa Media



Gary Lin
Prior to founding

Glispa, Lin helped Grey Worldwide set up teams in Hong Kong, Beijing, and Shanghai.

3. Red Ventures



Ricardo Elias
A native of Puerto Rico,

Elias came to the U.S. to go to college in Boston. Now, his online marketing firm is expanding into Latin America.

4. StrataLight Communications Shri Dodani

Dodani was born in Gujarat, in western India. StrataLight, which makes sub-systems for optical transmissions, has employees from more than 25 countries.

5. Vizio William Wang

Wang, whose company makes flat-panel TV screens, came to California from Taiwan at 14; he knew no English.

6. Walz Certified Mail Solutions



Mohan Tavorath
Born in India,

Tavorath worked at numerous financial services firms before taking the CEO spot at Walz, which manages certified mail for corporations and law firms.

7. LeGacy Resource Corporation



Chiquita Young
IT consultant

Young was the first person in her family to attend college. (See "Top 10 Woman-Run Companies," previous page.)

8. iTrendz Murali Alam

Alam joined iTrendz as a partner shortly after earning his master's. Now he runs the show.

9. enrich IT



Arul Murugan
Murugan,

an Indian immigrant, founded this company, which provides enterprise software consulting systems, in 2003.

10. 1 Source Consulting



William R. Teel Jr.
Teel's firm

provides IT consulting to the federal government.



Median growth rate



Median number of employees

JUST THE FACTS

1,303

Inc. 5000 CEOs have launched other companies

Median amount of capital used to launch the business

\$25,000

14.6%

of Inc. 5000 CEOs are women

82%

plan to add staff in the next 12 months

94%

provide health insurance

79%

offer retirement plans

18%

have offices in other countries

23%

outsource work to companies overseas

Political Affiliation

Republican **32%**
Democrat **10%**
Independent **13%**
Libertarian/Other **2%**
Decline to state **43%**

SELLING OUT THE TOP FIVE EXIT STRATEGIES

Sell to outside investors **66%**

Go public **28%**

Sell to partners **23%**

Pass it on to children **17%**

Transfer ownership to employees via an ESOP **16%**

Other **18%**



8 St. Louis (53)
\$14.4 million



9 Cincinnati (44)
\$14.3 million



10 Hartford, Conn. (21)
\$14.2 million