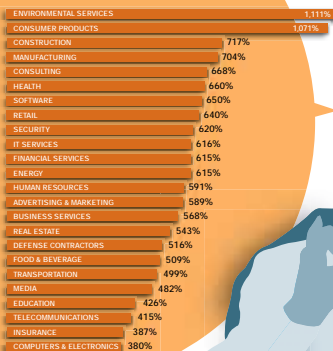


The Big Picture

Our annual survey of Inc. 500 CEOs provides an insider look at how they run their companies and what entrepreneurial trends are building steam. —Jim Melloan

Surprising Sectors

If you calculate revenue growth for all companies within an industry, some Old Economy mainstays (Consumer Products, Manufacturing) outperform industries closer to the zeitgeist (Defense, Real Estate).



Offshoring's Up

26% of CEOs outsource work overseas, up from 17% last year.

The Web

Even today, less than half of Inc. 500 companies are selling stuff online. But those that do benefit greatly.



The CEOs at a glance

82% are also the founder
92% are male
43 is the average age
14% work with a spouse
60% started with a partner
48% had a business plan
22% have an M.B.A.
3% have a Ph.D.
52% are Republicans
21% are Independents
16% are Democrats
52% say employees are the secret to their success
2% say they are just lucky

Record Revenue

The 2006 Inc. 500 is the most robust bunch of companies we've ever compiled, with aggregate revenue of \$19.7 billion, up from \$16.5 billion last year and \$12.9 billion in 2000.



Making a Profit

85% of this year's Inc. 500 companies were profitable in 2005.

The Serial Era.

A majority of these entrepreneurs are repeat starters, and a surprising number are juggling multiple businesses.

57% of 2006 Inc. 500 CEOs have started at least one other company, up from 44% last year. And they're notably prolific:

Percentage of CEOs who have started multiple companies:	
Number of other companies	2005
1 company	30%
2-3 companies	46%
4 or more companies	24%

17% are currently running more than one company.

4% of Inc. 500 CEOs are running three or more companies in addition to their Inc. 500 company.

Marketing

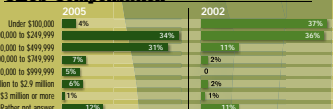
We asked Inc. 500 companies in which of the following ways they advertise or market their products or services.



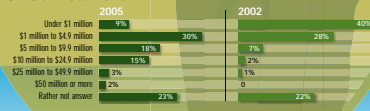
Wealth Creation

Only 3% of this year's Inc. 500 CEOs said they were worth \$10 million or more in 2002. By 2005, 1 in 5 had reached that milestone.

CEOs' Compensation



CEOs' Net Worth*



*Includes all assets such as investments, securities, value of insurance, residence, bank accounts, autos, 401(k), and all other valuables

Employees

We compared our results with the findings of two national surveys of employers and found that Inc. 500 companies are more likely to offer health care and incentive-based compensation. (The notes indicate questions where wording did not match precisely)

	Inc. 500 companies	U.S. employers overall
Health insurance	95%	60%
Bonus plan	88%	50%
Retirement plan/401(k)	88%	81%
Disability insurance	63%	88% long term
Life insurance	60%	93%
Tuition reimbursement	41%	64% grad level
Profit sharing	40%	31%
Stock options	36%	29%
Sabbaticals	7%	17% unpaid

Sources: Kaiser Family Foundation and the Society for Human Resource Management

Total Inc. 500 employees in 2005: **90,005**

The hiring outlook

The median head count as of 2005: **71**

98% of the Inc. 500 companies plan to add staff in the next 12 months.

The median number of employees they expect to hire is 20.

Highest revenue per employee

\$13,064,561

That's Summit Energy (No. 236). In all, 42 companies, or 8%, topped \$1 million in revenue per employee in 2005.

Infographics by Samuel Velasco / 5W Infographic
Survey based on 375 responses

Median amount of start-up capital

\$75,000

The lowest amount reported: \$1
The highest amount: \$47 million