



Inc. The Handbook of the American Entrepreneur

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Inc.* Magazine Reveals The 27th Annual List of America's Fastest-Growing Private Companies – *The Inc. 500

California Tops the Inc. 500 with 78 Companies on List – Texas Gains Ground with 43

Washington D.C. Takes Top City Spot; NYC; Atlanta; Chicago; Los Angeles; Dallas; and San Francisco Dominate Metro Areas

IT Services Ranks as the Top Growth Industry and Leading Employer; Food & Beverage Make Industry Gains

NEW YORK, August 20, 2008 – *Inc.* magazine today announced its 27th annual Inc. 500 ranking of the fastest-growing private companies in the country. The list is the most comprehensive look at the most important segment of the economy – America's independent-minded entrepreneurs. Companies such as Zappos, Intuit, GoDaddy, Under Armour, Jamba Juice, American Apparel, Oracle and hundreds of other powerhouses gained early exposure as members of the Inc. 500.

Topping the list this year is Senior Whole Health, a Massachusetts based company that seeks to keep Medicare and Medicaid recipients – out of nursing homes, by providing a variety of in-home services including visiting nurses. The company boasted \$147 million in revenue in 2007 and an impressive three-year growth rate of 31,525%.

The 2008 Inc. 500, as revealed in the September issue of *Inc.* magazine (on newsstands August 26 – September 30), reported aggregate revenue of \$13.7 billion and median three-year growth of 1,046%. The largest company on the list broke the billion dollar mark – flat-panel TV manufacturer Vizio, No.32, reported \$1.9 billion in revenue. Complete results of the Inc. 500, including company profiles and a list of the fastest-growing companies that can be sorted by industry and region can be found at www.inc500.com.

Total sales for Inc. 500 companies were 14 percent below last year's combined revenue of \$16 billion; still, it was a stellar year for many companies. Not only did sales for this year's top 50 growers outstrip those of last year's top 50 by \$541 million, but this year's fastest 50 also boasted a staggering 47 percent jump in average three-year growth from last year's top of the class. Additionally, the 2008 Inc. 500 companies were engines of job growth, having created more than 51,414 jobs since those companies were founded.

"If you want to find out which companies are going to change the world, look at the Inc. 500," said *Inc.* Editor Jane Berentson. "These are the most innovative, dynamic, fast-growing companies in the nation – the ones coming up with solutions to some of our knottiest problems, creating systems that let us conduct business faster and easier, and manufacturing products we soon discover we can't live without. The Inc. 500 list is *Inc.* magazine's tribute to American business ingenuity and ambition."

Top 10 Inc. 500 Companies:

Rank	Company	Location	Industry	Year Founded	3-Year Revenue Growth	2007 Revenue
No. 1	Senior Whole Health	Cambridge, Mass.	Insurance	2003	31,525.4%	\$147.4 million
No. 2	Eliason Inc.	St. Germain, Wisc.	Real Estate	1999	24,391.8%	\$205.3 million
No. 3	The Snack Factory	Skillman, N.J.	Food & Beverage	1981	18,371.3%	\$42.1 million
No. 4	Torres Advanced Enterprise Solutions	Arlington, Va.	Government Services	2002	16,455.8%	\$66.2 million
No. 5	GroupGemstone	Las Vegas, Nev.	Real Estate	2003	15,465.1%	\$114.2 million
No. 6	Just Like Sugar	Las Vegas, Nev.	Food & Beverage	2003	13,212.7%	\$46.0 million
No. 7	Greenline Industries	Larkspur, Calif.	Energy	2002	10,941.8%	\$35.1 million
No. 8	Zorch	Chicago, Ill.	Business Services	2002	10,822.2%	\$22.6 million
No. 9	Harley Stanfield	Washington, DC	Real Estate	2004	9,744.7%	\$19.7 million
No. 10	Amir Amirfar and Associates	Irvine, Calif.	Construction	1999	8,353.1%	\$17.7 million

Hottest Regions for Fastest-Growing Companies

Once again, California tops the Inc. 500 list with the most companies of any state, 78, down three from last year. Of California's 78 companies, 43 call Southern California home. The Los Angeles area alone accounts for 66 percent of the state's \$3.5 billion in Inc. 500 revenue.

The surge in oil and a booming tech sector are driving growth in Texas, which is home to 43 Inc. 500 companies this year. The Lone Star state is second only to California and ties Southern California by adding five more companies compared with 2007. The Austin metro area is Texas's hottest, with 7.5 Inc. 500 companies per million residents.

Georgia jumped from eighth last year to third with 31 businesses on the list (up from 20 last year). Georgia also benefits from the port of Savannah, the country's fastest-growing container terminal. New York comes in fourth with 29 companies on the list, followed by Illinois and Virginia tied for fifth, both with 27 Inc. 500 companies.

The Washington, D.C. metro area boasts 39 Inc. 500 companies, making it the top metropolitan area for the sixth consecutive year. New York City is a close second, with 31 (down seven companies from last year), followed by Atlanta with 29 companies (adding nine companies this year), Chicago has 27 companies (eleven more companies than last year), and Los Angeles with 26 (up one company).

Hottest Industries for Fastest-Growing Businesses

The most notable median growth categories among *Inc.* magazine's list of the 500 fastest-growing businesses is in the Food & Beverage category (which grew by 2,626.8 percent on average), followed by Real Estate (which grew by 1,817.4 percent on average), Financial Services (which grew by 1,638.6 percent on average), Government Services (which grew by

1,277.9 percent on average), and Advertising & Marketing (which grew by 1,189.1 percent on average).

The largest business category is IT Services, with 67 Inc. 500 companies. Business Services (59 companies), Advertising & Marketing, and Government Services (35 companies each), and Software (28 companies) round out the top five industries ranked on the 2008 Inc. 500.

Industries reporting the highest total revenue from 2004 to 2007 are Computers & Electronics (\$2.1 billion), Energy (\$1.3 billion), Government Services (\$1.2 billion), IT Services (\$974.2 million), and Real Estate (\$909.3 million).

Top 10 Inc. 500 Companies Ranked by Revenue:

Rank	Company	Location	Revenue	Industry
No. 32	VIZIO	Irvine, Calif.	\$1.9 billion	Computers & Electronics
No. 58	Stallion Oilfield Services	Houston, Tex.	\$426.5 million	Energy
No. 16	Carahsoft Technology	Reston, Va.	\$228.9 million	Government Services
No. 80	PN Hoffman	Washington, D.C.	\$216.5 million	Real Estate
No. 2	Eliason, Inc.	St. Germain, Wisc.	\$205.3 million	Real Estate
No. 492	CSN Stores	Boston, Mass.	\$201.1 million	Retail
No. 462	Liberty Power	Fort Lauderdale, Fla.	\$193.4 million	Energy
No. 305	Edible Arrangements International	Wallingford, Conn.	\$193.0 million	Food & Beverage
No. 50	Pandigital	Dublin, Calif.	\$176.5 million	Consumer Products
No. 13	BlueStar Energy Services	Chicago, Ill.	\$171.1 million	Energy

Methodology

The 2008 Inc. 500/5000 list measures revenue growth from 2004 through 2007. To qualify, companies must be U.S.-based and privately held, independent – not subsidiaries or divisions of other companies – as of December 31, 2007, and have had at least \$200,000 in revenue in 2004, and \$2 million in 2007.

Companies can apply for next year’s Inc. 500/5000 by registering with “IncBizNet, Business Network for Private Companies”, at www.incbiznet.com.

About Inc. magazine Founded in 1979 and acquired in 2005 by Mansueto Ventures, LLC., *Inc.* magazine (www.inc.com) is the only major business magazine dedicated exclusively to owners and managers of growing private companies that delivers real solutions for today’s innovative company builders. With a total paid circulation of 724,110, *Inc.* provides hands-on tools and market-tested strategies for managing people, finances, sales, marketing, and technology.

About Inc. 500|Inc. 5000 Conference Each year, *Inc.* magazine and Inc.com celebrate the remarkable achievements of today’s entrepreneurial superstars — the privately held small businesses that drive our economy. The Inc. 500|Inc. 5000 Conference brings together members of the Inc. 5000 community—both a new class of Inc. 5000 honorees and the list’s alumni—for three days of powerful networking, inspired learning, and momentous celebration. *For the first time ever, this powerful networking event is open to all.* Please join us September 18-20, 2008 at the Gaylord National Resort and Convention Center in Washington, D.C. For more information or to register, visit www.Inc500Conference.com or call us at 877-211-0489.