

Inc.

The Magazine for Growing Companies

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The Build 100

What does it take to expand year after year, even through the Great Recession? Very few companies have ever done so. You can learn a lot from those that have *By Scott Leibs*

Grow.



Inc's Build 100
America's *sustained-growth* companies

Hire.

Repeat.

BUILD

It's remarkably difficult to sustain growth year after year. These companies are among the elite that have managed to do it even during the worst of times



WE BEGAN THE BUILD 100 PROJECT by collecting data on more than 100,000 U.S. midmarket companies (those with 85 to 999 employees). We then looked at how many increased head count in every year from 2007 to 2012. Remarkably, fewer than 1.5

percent of the companies met that standard. Of those that did, we selected a representative sample that agreed to work with us on a long-term research project to understand the factors responsible for sustained growth. We focused

on head count rather than revenue because we found that increased hiring is more predictive of future sustained growth, and that's what this project is all about.



COMPANY	LOCATION	YEAR FOUNDED	INDUSTRY	2013 HEAD COUNT	2012 REVENUE
LITTLE SPROUTS	LAWRENCE, MASSACHUSETTS	1982	EDUCATION	430	\$21.8 MILLION
MAQ SOFTWARE	REDMOND, WASHINGTON	2000	ADVERTISING & MARKETING	99	\$19.4 MILLION
MARATHON DATA SYSTEMS	WALL TOWNSHIP, NEW JERSEY	1984	SOFTWARE	102	\$21 MILLION
MEDIA FUSION	HUNTSVILLE, ALABAMA	1995	ADVERTISING & MARKETING	110	\$12 MILLION
MOM'S ORGANIC MARKET	ROCKVILLE, MARYLAND	1986	FOOD & BEVERAGE	587	\$84 MILLION
M S INTERNATIONAL	ORANGE, CALIFORNIA	1975	CONSUMER PRODUCTS & SERVICES	738	\$457 MILLION
(MT) MEDIA TEMPLE	CULVER CITY, CALIFORNIA	1998	IT SERVICES	207	\$49.2 MILLION
NEXTCARE URGENT CARE	SCOTTSDALE, ARIZONA	1993	HEALTH	905	\$90 MILLION
NFRASTRUCTURE	CLIFTON PARK, NEW YORK	1992	IT SERVICES	240	\$55 MILLION
OPEN SYSTEMS TECHNOLOGIES	GRAND RAPIDS, MICHIGAN	1997	COMPUTER HARDWARE	113	\$80 MILLION
OTHER WORLD COMPUTING	WOODSTOCK, ILLINOIS	1988	COMPUTER HARDWARE	154	\$97 MILLION
PAYCOM	OKLAHOMA CITY	1998	HUMAN RESOURCES	548	\$76.8 MILLION
PEOPLE'S CARE	CHINO HILLS, CALIFORNIA	1998	HEALTH	620	\$23 MILLION
POWER HOME TECHNOLOGIES	RALEIGH, NORTH CAROLINA	2004	SECURITY	350	\$19 MILLION
PREMIER BUSINESS CENTERS	IRVINE, CALIFORNIA	2002	REAL ESTATE	196	\$49.9 MILLION
PROJECTLINE SERVICES	SEATTLE	2003	BUSINESS PRODUCTS & SERVICES	211	\$29 MILLION
QUANTIX	DENVER	2002	IT SERVICES	116	\$18.5 MILLION
QUANTUM HEALTH	COLUMBUS, OHIO	1999	HEALTH	315	\$33.6 MILLION
RECONDO TECHNOLOGY	GREENWOOD VILLAGE, COLORADO	2006	HEALTH	251	\$30.4 MILLION
RED VISION SYSTEMS	PARSIPPANY, NEW JERSEY	2001	REAL ESTATE	517	\$50.6 MILLION
RESEARCH SQUARE	DURHAM, NORTH CAROLINA	2004	EDUCATION	104	\$13.8 MILLION
SAFETY SERVICES COMPANY	TEMPE, ARIZONA	2003	BUSINESS PRODUCTS & SERVICES	500	\$29 MILLION
SALES FOCUS	MARRIOTTSTVILLE, MARYLAND	1998	HUMAN RESOURCES	195	\$8.5 MILLION
SIGNATURE FOODS	PENDERGRASS, GEORGIA	2003	FOOD & BEVERAGE	218	\$67.6 MILLION
SMILEBUILDERZ	LANCASTER, PENNSYLVANIA	2006	HEALTH	170	\$16.3 MILLION
SPIGIT	PLEASANTON, CALIFORNIA	2007	SOFTWARE	130	\$17.4 MILLION
STRONG-BRIDGE	SEATTLE	2003	BUSINESS PRODUCTS & SERVICES	126	\$24.1 MILLION
SUMMA TECHNOLOGIES	PITTSBURGH	1996	IT SERVICES	137	\$26.1 MILLION
SWAT ENVIRONMENTAL	LANSING, MICHIGAN	2002	ENVIRONMENTAL SERVICES	135	\$13 MILLION
TDK TECHNOLOGIES	ST. LOUIS	2001	IT SERVICES	150	\$10.8 MILLION
TELOGIS	ALISO VIEJO, CALIFORNIA	2001	SOFTWARE	222	\$69.5 MILLION
TENACITY SOLUTIONS	RESTON, VIRGINIA	2003	IT SERVICES	129	\$32.1 MILLION
3PILLAR GLOBAL	FAIRFAX, VIRGINIA	2006	BUSINESS PRODUCTS & SERVICES	615	\$23.7 MILLION
TIGER CORRECTIONAL SERVICES	JONESBORO, ARKANSAS	1999	GOVERNMENT SERVICES	85	\$12 MILLION
TISTA SCIENCE AND TECHNOLOGY	ROCKVILLE, MARYLAND	2005	GOVERNMENT SERVICES	150	\$16.2 MILLION
TM ONE	SPEARFISH, SOUTH DAKOTA	2002	BUSINESS PRODUCTS & SERVICES	777	\$13.2 MILLION
TRANSACTION TITLE AGENCY OF MICHIGAN	GRAND RAPIDS, MICHIGAN	2008*	BUSINESS PRODUCTS & SERVICES	143	\$13 MILLION
TRISSENTIAL	MINNEAPOLIS	2003	IT SERVICES	116	\$22 MILLION
UNDERGROUND PRINTING	ANN ARBOR, MICHIGAN	2001	RETAIL	93	\$12.2 MILLION
UTEST	SOUTHBOROUGH, MASSACHUSETTS	2007	IT SERVICES	120	\$17 MILLION
VALKYRIE ENTERPRISES	VIRGINIA BEACH, VIRGINIA	2007	GOVERNMENT SERVICES	201	\$23.4 MILLION
VDART	ALPHARETTA, GEORGIA	2007	IT SERVICES	281	\$22 MILLION
VERENGO SOLAR	TORRANCE, CALIFORNIA	2008*	ENERGY	854	\$108 MILLION
VERSABAR	HOUSTON	1981	CONSTRUCTION	750	\$150 MILLION
VITALS	LYNDHURST, NEW JERSEY	2007	HEALTH	110	\$9.8 MILLION
WEBPT	PHOENIX	2006	SOFTWARE	122	\$8.9 MILLION
WINDY CITY LIMOUSINE AND BUS	FRANKLIN PARK, ILLINOIS	2006	LOGISTICS & TRANSPORTATION	400	\$17.5 MILLION