



## ***Inc.* Magazine Unveils 29th Annual List of America's Fastest-Growing Private Companies—the Inc. 500**

**Power Group Ranks No. 3033 on the 2010 Inc. 500  
with Three-Year Sales Growth of 68%**

**NEW YORK, August 24, 2010** -- *Inc.* magazine today ranked Power Group NO.3033 on its 29th annual Inc. 500, an exclusive ranking of the nation's fastest-growing private companies. The list represents the most comprehensive look at the most important segment of the economy—America's independent-minded entrepreneurs. Companies such as Microsoft, Zappos, Intuit, GoDaddy, Zipcar, Clif Bar, American Apparel, Oracle, and many other well-known names gained early exposure as members of the Inc. 500.

"Fast growth at any time is a big achievement; fast growth during the past few years is just short of miraculous," said *Inc.* editor Jane Berentson. "The Inc. 500 consists of these just-short-of miraculous companies, the ones that through ingenuity and ambition have increased revenue, hired employees, and grown fast in difficult economic times."

Power Group is a full service insurance agency specializing in Enterprise Consulting, including employee benefit consultation, risk management, COBRA & FSA administration and human resources consulting. Headquartered in Overland Park, Kansas, Power Group has more than 2100 clients across the United States, and has been providing insurance consulting services for more than 30 years.

The 2010 Inc. 500, unveiled in the September issue of *Inc.* magazine (available on newsstands August 24 to November 16 and on Inc.com), is a group of companies that are smaller but much faster-growing than last year's crop. Aggregate revenue is \$11.3 billion—down from last year's \$18.4 billion—but median three-year growth is 1,231 percent, substantially up from last year's 880.5 percent. The companies on this year's list employ more than 45,000 people. Complete results of the Inc. 500, including company profiles and an interactive database that can be sorted by industry, region, and other criteria, can be found at Inc.com/500.

Despite the ongoing recession, the 2010 Inc. 500 offers a glimpse of the future of the U.S. economy. In the health sector, which saw aggregate revenue of \$1.1 billion and a 917 percent median growth rate, businesses are moving forward on cancer and stem-cell research, clinical trials, and medication management. More than 25 percent of companies in the energy sector (\$2.5 billion aggregate revenue; 942 percent median growth rate) focus on solar and other alternative sources. Fewer than a third of retailers (\$356 million aggregate revenue; 914 percent median growth rate) have even a single

brick-and-mortar store. And the number of companies providing technical services to the various branches of the federal government continues to rise.

### The Top 10 Inc. 500 Companies Ranked by Growth

Rank	Company	Location	Industry	Year Founded	Three-Year Revenue Growth	2008 Revenue
No. 1	Ambit Energy	Dallas	Energy	2006	20,369.4%	\$325 million
No. 2	ModCloth	Pittsburgh	Retail	2002	17,191.4%	\$15.6 million
No. 3	Luke & Associates	Merritt Island, Florida	Government Services	2004	16,636.6%	\$37.5 million
No. 4	Lexicon Consulting	El Cajon, California	Government Services	2005	14,017.7%	\$17.9 million
No. 5	WDFW Marketing	San Francisco	Advertising & Marketing	2006	13,969.5%	\$96.4 million
No. 6	Coyote Logistics	Lake Forest, Illinois	Logistics & Transportation	2006	13,846.8%	\$249.8 million
No. 7	Debt Free Associates	Oklahoma City	Financial Services	2006	12,376.2%	\$26.2 million
No. 8	LifeLock	Tempe, Arizona	Security	2005	11,474.3%	\$131.4 million
No. 9	Carbonite	Boston	IT Services	2005	11,207.6%	\$19.1 million
No. 10	KPaul	Indianapolis	Government Services	2004	10,925.6%	\$11.2 million

### The Hottest Regions for Fast-Growing Companies

California continues to rule the roost by number of companies on the Inc. 500, with 92, up from 84 last year and 78 in 2008. The Golden State is followed by Texas (52), Virginia (46), New York (36), and Florida (29). These five states place in the same order as last year, and each of them has more companies on the 500 than last year. They now account for more than half of the companies on the list.

The New York City and Washington, D.C., metropolitan areas both gain companies this year, and New York catches up with Washington, with each of them boasting 48 Inc. 500 companies. (Washington had 42 last year; New York had 36.) San Francisco moves up from fifth to third place, with 29 companies (up nine from last year) Los Angeles drops from third to fourth place, with 27 companies (down nine from last year); and Dallas joins the top five, with 23 companies. Chicago drops out of the top five.

### The Inc. 500 at a Glance

Computer Hardware is by far the fastest-growing industry on this year's Inc. 500, with a total growth rate of 7,194 percent. (That's thanks to the fact that the category contains just two very fast-growing companies.) Logistics & Transportation is second, with a rate of 2,783 percent, and Security is third, with a rate of 2,299 percent.

In total, the companies on the Inc. 500 employ more than 45,000 people. Government Services is the top employer, with 7,011 jobs, followed by Business Products & Services (5,289), Consumer Products & Services (4,804), IT Services (4,355), and Advertising & Marketing (3,533).

Advertising & Marketing has the most companies on this year's Inc. 500 list, with 60, followed by Government Services (59), Business Products & Services (45), IT Services (41), and Software (36).

The top woman-run company is Lexicon Consulting (No. 4 overall), based in El Cajon, California. Lexicon creates mock Iraqi and Afghan villages used to train military personnel. The firm, founded by Jamie Arundell-Latshaw in 2005, recorded revenue of \$17.9 million in 2009 and a three-year growth rate of 14,018 percent. The top minority-run company is WDFM Marketing (No. 5 overall), a San Francisco-based firm that specializes in guerrilla, grass-roots, and micro-marketing. WDFM, founded by Raj Prasad, posted revenue of \$38.4 million in 2009 and a three-year growth rate of 13,350 percent.

The Inc. 500 posted aggregate revenue of \$11.3 billion, down 39 percent from last year. Median three-year growth is 1,231 percent, up almost 40 percent over last year. The top five industries by total revenue are Consumer Products & Services (\$1.9 billion), Government Services (\$1.4 billion), Advertising & Marketing (\$1 billion), Business Products & Services (\$872 million), and Energy (\$661 million).

### The Top 10 Inc. 500 Companies Ranked by Total Revenue

Overall Rank	Company	Location	Industry	2009 Revenue
No. 217	Freedom Group	Madison, North Carolina	Consumer Products & Services	\$848.7 million
No. 162	Mission Essential Personnel	Columbus, Ohio	Government Services	\$375.4 million
No. 225	Freedom Health	Tampa	Insurance	\$374.8 million
No. 303	FriendFinder Networks	Boca Raton, Florida	Media	\$327.7 million
No. 1	Ambit Energy	Dallas	Energy	\$325 million
No. 158	Point One Technologies	Anaheim, California	Consumer Products & Services	\$312.3 million
No. 6	Coyote Logistics	Lake Forest, Illinois	Logistics & Transportation	\$249.8 million
No. 235	ReachLocal	Woodland Hills, California	Advertising & Marketing	\$203.1 million
No. 186	Simplex Healthcare	Franklin, Tennessee	Health	\$192.8 million
No. 53	MicroTech	Vienna, Virginia	Government Services	\$185.3 million

## Methodology

The 2010 Inc. 500 is ranked according to percentage revenue growth when comparing 2006 to 2009. To qualify, companies must have been founded and generating revenue by June 30, 2006. Additionally, they had to be U.S.-based, privately held, for profit, and independent—not subsidiaries or divisions of other companies—as of December 31, 2009. (Since then, a number of companies on the list have gone public or been acquired.) The minimum revenue required for 2006 is \$80,000; the minimum for 2009 is \$2 million. As always, *Inc.* reserves the right to decline applicants for subjective reasons. The companies of the Inc. 500 represent the top tier of the Inc. 5000, which can be found at [www.inc.com/500](http://www.inc.com/500).

## About *Inc.* Magazine

Founded in 1979 and acquired in 2005 by Mansueto Ventures LLC, *Inc.* ([www.inc.com](http://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 712,647, *Inc.* provides hands-on tools and market-tested strategies for managing people, finances, sales, marketing, and technology. Visit us online at [www.inc.com](http://www.inc.com).

## About the Inc. 500|5000 Conference

Each year, *Inc.* and Inc.com celebrate the remarkable achievements of today's entrepreneurial superstars—the privately held small businesses that drive our economy. The Inc. 500|5000 Conference & Awards Ceremony brings together members of the *Inc.* community, both a new class of Inc. 500|5000 honorees and the list's alumni, for three days of powerful networking, inspired learning, and momentous celebration. Please join us September 30–October 2, 2010, at the Gaylord National Resort and Convention Center in National Harbor, Maryland, located minutes from downtown Washington, D.C. For more information about the 2010 Inc. 500|5000 Conference & Awards Ceremony and to register, visit [www.inc500conference.com](http://www.inc500conference.com) or call 866-901-3205.

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