

Publisher's note

My favorite time of year — The Private 100!

I don't think there is anything else we do at the *Business Journal* that paints so vivid a picture of our economic state of affairs.

This year is no exception. We have 46 businesses on this year's list that were not on the list last year — a pretty substantial turnover. And rarely have I seen such a diverse group of companies in our top 10.

Typically, the top 15 companies will give you a pretty good idea of what industries are in economic favor and those that have shifted out. This year, however, it's quite a mix. From medical device manufacturing to audiology consulting to traditional manufacturing, it is all over the board. We're also seeing the re-emergence of high tech in the upper reaches of the list. Technology companies have been largely absent for several years now so it is good to see that sector starting to get its feet underneath it again.

An industry that is conspicuous by its absence is the residential building sector. I don't imagine that it comes as much of a surprise that the plethora of mortgage companies, builders, and lenders that dominated the top 10 in past years are hard to find anywhere in this year's list.

Last year's fastest growing company, Saber Corp, took a path that is all too familiar for many of our fast growing Oregon private firms: It was acquired.

As always, there are some notable returns to the list. HemCon Medical Technologies is back in a big way, coming in at No. 3. HemCon has been on an absolute tear over the past four years, having gone from \$2 million in revenue in 2003 to nearly \$40 million in 2007.

Former Lighthouse Award Winner Integra Telecom moves back into the upper echelon of the list this year after a massive acquisition in 2007. While the acquisition certainly helped the company's strong showing on this year's list, Integra has been a mainstay on the fastest-growing private company list, having missed only one year out of the past seven. A truly remarkable track record of growth for Dudley Slater and his crew.

And peaking of past Lighthouse Award winners, it should be noted that there are several of them on this year's list. The Lighthouse Award is presented to companies that make the list five years in a row. Any company that is able



to stay on this list for five years most certainly deserves the recognition.

In addition to this year's three Lighthouse Award winners whom you will see profiled inside, I think it's worth noting those companies that have won this award in the past and yet continue to make an appearance on the list due to their tremendous culture of growth. In addition to Integra, those companies include Ornelas Enterprises Inc., EasyStreet Online Services, Associated Business Systems, Tripwire Inc., Sterling Communications and Timbercon Inc. All of them deserve a huge pat on the back for some great sustained performances.

Another company that I'm really excited to see in the top 10 is SawStop LLC. We first wrote about this company in late 2006, a year it would more than double its prior year's revenue and reach \$11 million. In 2007, the company managed to keep its blades and fortunes spinning and grew an additional 40 percent or so to \$15.5 million. I love to see a conceptually simple, great idea pay off. And particularly in the traditional manufacturing sector, which is so important to this state.

One of my favorite ways to cut the lists is to examine those companies that are of substantial size but still growing at very brisk pace. After all, I think there is an entirely different skill set required to grow a company by triple digit percentages when you are in the tens or hundreds of millions in revenue.

We have several on the list that have done just that, as you can see by the chart to the right. Our three big dogs, Integra, Banfield The Pet Hospital and R2C Group, also known as Respond2, are responsible for the employment of 8,485 people. R2C Group only brings 191 of those jobs to the table. How it drives \$335 million in revenue with 191 people is beyond me, but I sure like the company's revenue-to-employee ratio. In total, 2007 revenue for the companies represented on this list came in at almost \$2.5 billion.

But revenue is just part of the success these companies have created for themselves and the region. The companies represented on this year's list also employ 15,399 people. That should make a pretty strong case for an environment of support by the city and state. Our future health as a region will be largely determined by our ability to create jobs. These companies have done a remarkable job of doing just that.

Our list of companies that had the highest percentage of job growth is led by Jive Software, a company that is becoming a regular on this yearly list. Apparently the move from New York to Portland it made several years ago has been working out pretty well for CEO Dave Hersh and his team, as the compa-

ny has added 83 employees in two years and also appears at the No. 9 slot in overall growth in revenue.

At this point I'll leave the slicing and dicing up to you, but I hope you get the idea that there is no shortage of interesting and useful data within this list if you just dig a little bit.

I'd like to thank our 2008 sponsors — Colliers, KeyBank, Pacific Office Automation, Lane Powell, and Perkins & Co. — for their support of growing businesses across the region. I'd also like to recognize research director Tam Jenkins and special publications editor Robert Goldfield for all of the hard work that goes into putting this publication together.

Finally, thanks to all of the companies

that submitted information for the review process. I know that it is not easy for private companies to divulge the type of information we ask for. I hope the recognition you receive for your continued success makes the process worthwhile.

Craig Wessel, Publisher

Top 10 companies with the highest revenue

List Rank	Company	Revenue 2007	Percentage Growth
11	Integra Telecom	\$470,395,000	204.53%
83	Banfield The Pet Hospital	\$400,000,000	48.15%
57	R2C Group	\$335,600,000	74.34%
67	MTI-Andrews Inc.	\$57,610,641	62.86%
*41	R. F. Stearns	\$55,101,625	100.48%
30	Antares Advanced Test Technologies	\$52,517,477	125.98%
92	Pacific Star Communications	\$52,068,238	40.47%
59	Tripwire Inc.	\$49,183,278	69.81%
68	Papa Murphy's International	\$48,436,273	61.89%
98	CompView	\$43,900,000	34.05%

Top 10 based on employment

List Rank	Company	2007 Employees	Percentage Growth
83	Banfield The Pet Hospital	5,994	48.15%
11	Integra Telecom	2,300	204.53%
68	Papa Murphy's International	1,039	61.89%
30	Antares Advanced Test Technologies	433	125.98%
34	NLight Corp.	309	113.04%
59	Tripwire Inc.	226	69.81%
38	AKT Services	198	106.55%
57	R2C Group	191	74.34%
82	Pastini Pastaria Restaurants	190	51.25%
97	Associated Business Systems	186	35.49%

Top 10 companies by employee percentage growth

List Rank	Company	Employee Growth	Percentage Growth
9	Jive Software	553.33%	216.39%
1	Audigy Group LLC	466.67%	730.35%
88	Academic Network LLC	441.67%	44.20%
8	leSolutions	400.00%	218.15%
30	Antares Advanced Test Technologies	333.00%	125.98%
2	Smarsh Inc.	300.00%	330.71%
46	Marquam Group	266.67%	86.46%
11	Integra Telecom	253.85%	204.53%
60	Weinmann Painting	220.00%	69.76%
12	Centerstance	218.18%	204.44%