

# Start your engines

Once again this year, our Fastest-Growing Private 100 Companies program reflects a resurgence in the general economic health of the region. The minimum percentage of revenue growth over the period 2004 through 2006 needed to make the list was nearly 40 percent. We don't have to look back very far to see a very different picture painted of our local economy.



lion in revenue, to an organization with 340 employees and \$37 million in 2006 revenue. Truly amazing. Congratulations to Darren Wellborn, who has directed the growth of this company over that entire period, and to his crew at WRG.

We have two new Lighthouse Award winners this year. The Lighthouse Award is presented to those companies that have made the list five years in a row, obviously a very difficult thing to do given our minimum growth rate this year of 40 percent. Both Retirement Plan Service Corp. and Montgomery & Graham Inc. deserve big kudos for joining the elite group of businesses that have received this award.

There are many who would say that maintaining rapid growth gets exponentially harder the bigger a company becomes. That may be, but we have several substantial companies on our list this year that have managed to be the exceptions to the rule. Integra Telecom continues its run on the fastest-growing private companies list despite the fact that it is now hitting annual revenue of \$244 million. I should also add that Integra has been on the fastest-growing companies list for eight out of the last nine years. It is also interesting to see

Tripwire not only make the list again this year, but also be among the top 10 companies on the list with the most revenue. That has been an exciting company to watch over the past six

years.

It's interesting to note that the combined total revenue for our 10 largest companies on the list this year is roughly half of the \$2 billion it amounted to last year. Part of the reason is that Vesta Corp., a perennial on the list with revenue of more than \$700 million, did not make the list this year for the first time in seven years. The other variable that may be affecting those figures is the difficulty in hitting a 40 percent minimum growth rate to make the list, not an easy thing to do no matter what size company you are.

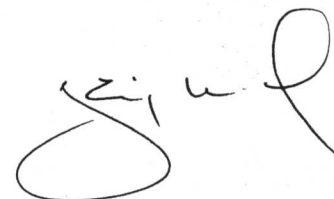
This data becomes even more interesting, not to mention confusing, when you note that the 10 companies from this group of 100 that created the most jobs over the period added a combined 2,598 individuals to their payrolls. Last year's total for that top group was a little over half of that, 1,457. So, while the group of 10 companies that added the most employees contains more small and midsize companies this year, those organizations seem to be adding employees at a faster rate. A few companies man-

aged to make a return to this list group from last year, a very tough thing to do. They include Lucy Activewear, Saber Corp., Lime Financial, and Ankrom Moisan Architects.

A quick look at the fastest-growing companies with the greatest number of employees presents a list of companies that we have had the pleasure of watching grow over the years into their full might, along with some newer companies to the list like Papa Murphy's that we hope to see on the list many years into the future. As a group, these 10 fast-growing companies employ more than 4,600 individuals.

I'll leave the rest of the slicing and dicing to you. But no matter how you cut it, the companies that comprise this list of fastest-growing companies are the engines that are driving employment and economic growth in

this region. I'd like to thank our sponsors of this year's Private 100 program for their ongoing support of growing companies throughout the state. I would also like to recognize our research director, Tam Jenkins, and our special sections editor, Robert Goldfield, for their tireless efforts to bring our readers interesting and useful information about the companies that make up the Oregon business community.

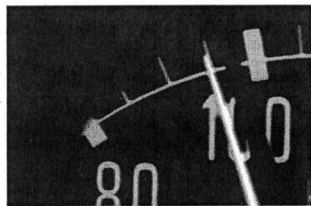


Craig Wessel, Publisher

In our 2003 program, which measured growth over the period 2000 through 2002, the No. 100 spot went to Vernier Software with a growth rate of 3.86 percent. This year, Logic General is our 100th fastest-growing company with a growth rate of 39.25 percent. That's quite a change of pace.

Another interesting thing to watch year over year on this list is the way certain industries tend to dominate the upper reaches of our list for periods of time before being displaced by others. It's an interesting way to see how the landscape of our economy shifts over the period of just a couple of years. This year is no exception.

Those companies tied to the residential real estate industry that were in such dominance over the past couple of years are starting to shift downward in the list as that sector starts to cool off and it becomes much harder to sustain those types of growth percentages.



Interestingly enough, it is technology and manufacturing, the two industries that saw their own downward shift in the first part of the century (I love saying that) that are starting to supplant residential real estate companies in the top tier and throughout the list of the 100 fastest-growing companies.

There is no shortage of ways to look at this list but let me start with a couple of rather noteworthy accomplishments from this group: The 100 companies on this year's list added more than \$966 million in revenue over the past two years, and increased payroll by a whopping 3,881 employees. That is impact.

There's an especially noteworthy accomplishment on this list that should be recognized way up front: This marks the 10th consecutive year that WRG Design has made the Private 100 list. WRG Design was, prophetically enough, No. 100 on our 1997 list of fastest-growing companies. Over the ensuing decade, it grew from a staff of 35 with \$3.2 mil-

## Top 10 companies with the highest revenue

List Rank	Company	Revenue 2006	Percentage Growth
58	Integra Telecom	\$244,301,000	77.54%
43	Respond2 Communications	\$242,319,762	113.31%
9	Buena Vista Custom Homes	\$148,682,893	277.56%
52	Lime Financial	\$77,607,560	91.10%
1	Saber Corp.	\$57,795,989	827.25%
5	SnapNames.com Inc.	\$49,200,000	440.66%
76	Micro Power Electronics Inc.	\$47,383,718	59.00%
45	R.F. Stearns Inc.	\$44,079,754	100.98%
44	Ankrom Moisan Associated Architects	\$43,569,067	108.46%
60	Tripwire Inc.	\$41,225,131	76.22%

## Top 10 based on employment

List Rank	Company	2006 Employees	Percentage Growth
58	Integra Telecom	1,069	77.54%
83	Papa Murphy's International	672	54.25%
27	Lucy Activewear Inc.	580	158.43%
1	Saber Corp.	458	827.25%
52	Lime Financial	410	91.10%
38	Antares Advanced Test Technologies	400	124.73%
82	WRG Design Inc.	340	55.46%
44	Ankrom Moisan Associated Architects	277	108.46%
34	Kinsel Ameri Properties	220	134.33%
76	Micro Power Electronics Inc.	201	59.00%

## Top 10 companies employee percentage growth

List Rank	Company	Employee Growth	Percentage Growth
1	Saber Corp.	704%	827.25%
6	Berkeley Law & Technology Group	433%	352.08%
11	Northwest Personal Training	418%	230.84%
13	Centerstance	400%	215.72%
38	Antares Advanced Test Technologies	400%	124.73%
36	IESolutions	338%	127.00%
4	Nick Stearns Inc.	300%	441.90%
2	InsightsNow Inc.	280%	548.21%
20	Jive Software	267%	177.49%
14	Plastic Metals Technologies Inc.	257%	211.19%