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Fastest Growing Companies Announced by Chamber

The Northern Kentucky Chamber of Commerce is pleased to announce the 2004 "Emerging 30" and designate them the fastest growing small businesses in the area.

Now in its sixth year, the "Emerging 30" program touts companies that have appeared on the list as many as five times. That means these companies are experiencing extraordinary growth over a substantial amount of time.

"It is very difficult to sustain a high level of growth for such an extended period of time," said Kathie Hillner, a CPA with Anneken & Moser, P.S.C. and chair of the 2004 "Emerging 30" committee. "Being designated a high-growth company once is an accomplishment but receiving the designation multiple times makes a statement of properly managed growth in a receptive economic environment."

The 2004 "Emerging 30", broken down by number of appearances on the list are:

Five-time Designees: Pediatric Associates PSC

Four-time Designees: McHale's Catering & Event Specialists; Parsons & Associates LLC; Select Specialties Corporation.

Three-time Designees: Business Communication Services; Cardinal Laboratories, Inc.; The Christopher Financial Group, Inc.; Furniture Solutions Inc.; Wealth Advisors of Cincinnati, LLC.

Two-time Designees: ADCM, Inc.; BlueStar Inc.; Boggs & Colvin, LLC; Capital Software; C-Forward, Inc.; Chas Wagner Enterprises LLC; **Cindy B! REALTORS**; dbaDIRECT Inc.; Donna Salyers' Fabulous-Furs; FocusMark Group LLC; K4 Architecture, LLC; PediaMed Pharmaceuticals, Inc.

First Appearance: Comprehensive Medical Management; James E. Wilson, CPA, LLC; Jones Dietz & Schrand PLLC; Stand Energy Corporation; Sutton, Hicks, Lucas, Grayson & Braden, PLC; TV One.

Based on information provided by the 2004 "Emerging 30" this rapid growth can be attributed mostly to the fact that there is growth occurring throughout most areas of our local economy.

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EMERGING
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Fastest Growing Companies

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The growth in our community tends to have less peaks and valleys and is generally more level. However, the infrastructure, diversification of industry, influx of new families and overall business friendly environment all combine to provide the appropriate situation for companies to grow quickly.

“As an area Northern Kentucky is not affected by economic trends as much as other parts of the country,” said Carter Gaither, Manager - Finance & Administration for River Cities Capital Funds and member of the 2004 “Emerging 30” committee. “In terms of prosperity, we do not enjoy the high highs. Conversely, we are so stable that the low lows experienced in other areas are, for the most part, not experienced here.”

The 2004 “Emerging 30” companies achieved tremendous results, growing at a much quicker pace than their competitors. Gazelle firms are defined as companies that are growing revenues at a rate of 20% per year. The 2004 “Emerging 30” designees averaged a 37% growth in revenues for 2003 and 73% over the last three years. These gazelle companies have added an average of five employees over the last year employing a total of 618 people in 2004. Five companies added 10 or more employees since 2003.



Steven Little

The environmental factors that have been fostering the growth of the 2004 fastest growing companies and the recent trends that have impacted their businesses, will be discussed by Steven S. Little, senior consultant for Inc. Magazine and

business growth expert, at the Chamber’s Eggs ‘N Issues breakfast program on October 19. Mr. Little will also address achieving and sustaining growth using lessons he’s learned as the president of three fast growth companies and best practices of organizations that achieve sustained and profitable growth.

The “Emerging 30” was open to all three-year and older small companies that were either headquartered in Boone, Kenton or Campbell Counties, or were Northern Kentucky Chamber members that

averaged at least 15% growth per year in revenues for the past three years. The businesses had to exceed \$250,000 in revenues and have fewer than 150 employees. Participating companies completed a questionnaire.

To make reservations for the October 19 Egg ‘N Issues breakfast program, which will recognize the 2004 “Emerging 30” and

feature keynote speaker Steven Little, please use the enclosed Calendar of Events or contact the Chamber’s Reservation Line at (859) 578-8801, the “one” number for reservations for all Chamber events. You can also register online at www.nkychamber.com.

