

Inc.

The Handbook of the American Entrepreneur



5000

**Fastest-Growing
Private Companies**

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Armor Protective Packaging

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Inc. 5000

FIVE THOUSAND STORIES OF GROWTH



**Total revenue:
\$187 billion**

Last year, we celebrated the 26th anniversary of the Inc. 500. One of the ways we marked the occasion was by expanding the list tenfold, creating the first-ever Inc. 5000. The move has allowed us to dig deeper into the entrepreneurial economy than we—and, quite possibly, any other business publication—ever have. This year's list, we are pleased to

report, is even more robust than our debut effort.

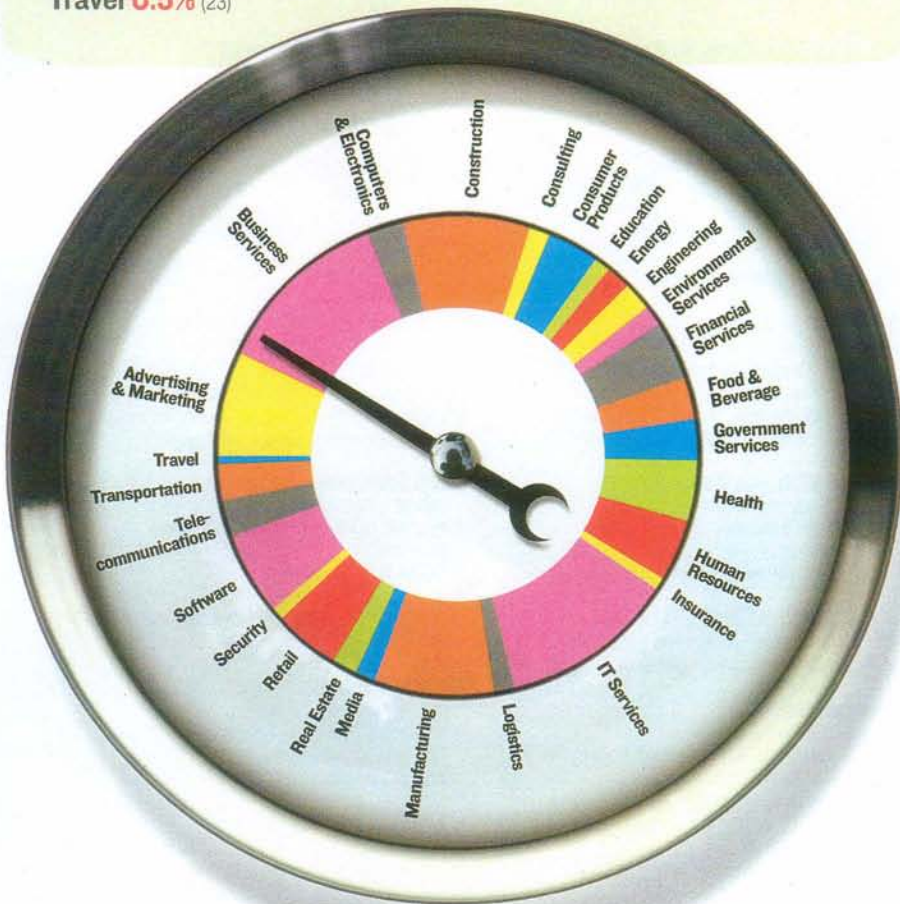
On the following pages, you will find some of the more compelling statistics in this year's Inc. 5000. For loads more data, head to Inc.com, where we have assembled Top 100 lists by metro area and industry, special features on the key trends reflected in this year's roster, stories on some of the more notable companies, and a profile page for each of the 5,000 businesses on the list. Take a look: We think you will gain some insights that will help your own business thrive in the years ahead. —*Jim Melloan*

Start Networking

Every company that applies for the Inc. 5000 becomes a member of IncBizNet, Inc.com's online community for private companies. And if you run a private company, you can join, too. The site features an array of discussion groups, blogs, releases, and news; we are also organizing in-person get-togethers in cities nationwide.

What the Inc. 5000 companies do

IT Services **11.6%** (579 companies); Business Services **10.6%** (532); Construction **9.2%** (459); Manufacturing **8.1%** (405); Advertising & Marketing **7.2%** (361); Software **5.5%** (277); Retail **4.5%** (227); Consumer Products **4.3%** (214); Health **4.1%** (206); Human Resources **4.1%** (203); Financial Services **3.8%** (189); Food & Beverage **3%** (148); Government Services **2.8%** (138); Telecommunications **2.6%** (128); Computers & Electronics **2.5%** (124); Transportation **2.3%** (113); Engineering **1.7%** (85); Environmental Services **1.6%** (81); Energy **1.6%** (78); Real Estate **1.5%** (74); Consulting **1.4%** (72); Media **1.4%** (72); Logistics **1.4%** (70); Education **1%** (52); Insurance **0.9%** (46); Security **0.9%** (43); Travel **0.5%** (23)



Top 10 industries by median revenue

1. Travel \$38.8 million
2. Financial Services \$16.3 million
3. Logistics \$15.4 million
4. Government Services \$14.8 million
5. Energy \$14.2 million
6. Insurance \$14 million
7. Construction \$13.8 million
8. Transportation \$12.2 million
9. Human Resources \$11.7 million
10. Telecommunications \$11.6 million



Top 10 industries by median growth rate

1. Energy 298%
2. Government Services 220%
3. Security 200%
4. IT Services 187%
5. Software 187%
6. Consulting 182%
7. Telecommunications 171%
8. Advertising & Marketing 167%
9. Real Estate 167%
10. Financial Services 165%



Median revenue
(\$9.9 million)

Top 10 metro areas (by median revenue)



1 Grand Rapids, Mich. (16 companies) \$26.2 million



2 San Antonio (25) \$21.3 million



3 Baton Rouge, La. (14) \$18.8 million