

# Fastest-Growing Private Companies PART I

The largest in Washington are ranked here by percentage of change in revenue from 2004 to 2006.

Oct. 19-25, 2007

Rank	2006 rank	Company Address Phone Website	Change in revenue from 2004 to 2006/ Compounded annual growth rate	Net operating revenue (in millions): 2006 2005 2004	Employees: 2006 2005 2004	Profitability 2006/ Number of WA offices	Amount of startup capital/ CEO equity	Source of startup capital	Description of business	Senior executive(s)	Year founded
1	NR	<b>Laurel Group</b> 6 Nickerson St., Suite 301 Seattle WA 98109, 206-729-7772 www.laurel-group.com	799.2% 200.2%	\$9.46 \$5.24 \$1.05	60 10 5	11% to 15% 1	\$0 50%	Self funded	Staffing firm	Thomas Taft, co-founder and managing partner	2002
2	15	<b>Net Objectives Inc.</b> 275 118th Ave. S.E., Suite 115 Bellevue WA 98005, 425-688-1011 www.netobjectives.com	740.4% 189.1%	\$8.69 \$4.32 \$1.04	80 40 28	Prefer not to answer 1	\$500 100%	Savings	We provide training, coaching and consulting services to assist companies in software development and maintenance	Alan Shalloway, president and CEO	1999
3	13	<b>Queen Anne Window &amp; Door</b> 1534 First Ave. S. Seattle WA 98134, 206-352-2672 www.queenannewindow.com	601.8% 165.1%	\$5.55 \$2.89 \$0.79	20 11 6	Prefer not to answer 1	\$1,000 92%	Personal funds	Builder/contractor window distribution and residential window installation	Chad Hovde, CEO	2001
4	NR	<b>Apex Facility Resources Inc.</b> 4435 Colorado Ave. S. Seattle WA 98134, 206-686-3357 www.apexfacility.com	585.3% 161.8%	\$9.53 \$5.20 \$1.39	40 30 20	Prefer not to answer 1	\$500 100%	Personal funds	Office furniture, relocation and facility management services	Marlane McCauley, president	1997
5	21	<b>Wimmer Solutions</b> 3245 Fairview Ave. E., Suite 100 Seattle WA 98102, 206-324-4594 www.wimmersolutions.com	578.1% 160.4%	\$14.99 \$6.54 \$2.21	175 100 50	1% to 5% 2	\$600,000 WND	Angel investor	IT staffing and projects	Matt Sauri, CEO	2002
6	NR	<b>Guidant Financial Group</b> 13122 N.E. 20th St., Suite 100 Bellevue WA 98005, 888-472-4455 www.guidantfinancial.com	557.0% 156.8%	\$6.53 \$3.03 \$0.99	60 33 13	11% to 15% 1	\$10,000 50%	Personal funds	The leading provider of self-directed IRAs and business funding solutions by utilizing retirement monies	David Nilssen, president and CEO	2003
7	2	<b>Insitu Inc.</b> 118 E. Columbia River Way Bingen WA 98605, 509-493-8600 www.insitu.com	547.8% 154.5%	\$49.99 \$29.66 \$7.72	203 141 50	Prefer not to answer 1	\$50,000 WND	Founder's capital	Designs, develops and manufactures small, autonomous unmanned aircraft systems (UAS) and tools for intelligence, surveillance, and reconnaissance (ISR)	Steven Sliwa, president and CEO	1994
8	NR	<b>Big Fish Games</b> 1501 Fourth Ave., Suite 800 Seattle WA 98101, 206-213-3696 www.bigfishgames.com	532.8% 151.6%	\$24.05 \$8.58 \$3.80	131 56 10	More than 15% 1	\$10,000 WND	Personal funds	Developer, innovator, publisher and distributor of casual games	Jeremy Lewis, president and CEO	2002
9	NR	<b>nLight Photonics Corp.</b> 5408 N.E. 88th St., Building E Vancouver WA 98665, 360-566-4460 www.nlight.net	434.7% 131.3%	\$36.91 \$15.88 \$6.90	199 107 85	Prefer not to answer 1	\$9.7 million Less than 1% excluding stock options	Venture capital investors	Designs and manufactures industry leading high-power semiconductor lasers, and tailored integrated solutions	Scott Keeney, president and CEO	2000
10	33	<b>Talyst Inc.</b> 13555 S.E. 36th St., Suite 150 Bellevue WA 98006, 425-289-5400 www.talyst.com	420.2% 128.0%	\$17.83 \$5.88 \$3.43	120 54 34	Loss 2	\$1.5 million WND	Founders and angels	Creates systems to help pharmacies safely package, bar-code label and track medications	James Torina, chairman and CEO	2003
11	NR	<b>Industrial Revolution Inc.</b> 9225 151st Ave. N.E. Redmond WA 98052, 425-883-6600 www.industrialrev.com	415.2% 127.4%	\$6.05 \$2.80 \$1.17	15 13 8	Prefer not to answer 1	\$500,000 100%	Personal funds and bank	Outdoor products including candle lanterns, ice cream makers, sporks, firestarters, and tripods	Keith Jackson, president	1973
12	4	<b>WorldClass Strategy</b> 157 Yesler Way, Suite 200 Seattle WA 98104, 800-445-1320 www.worldclassstrategy.com	397.5% 123.0%	\$51.96 \$28.99 \$10.45	27 15 10	Prefer not to answer WND	WND WND	WND	Interactive marketing agency specializing in education, finance and insurance industries	Rob Peyree, president	2001
13	NR	<b>SaltWorks Inc.</b> 15000 Wood-Red Road N.E., Suite B900 Woodinville WA 98072, 425-368-2991 www.seasalt.com	395.3% 122.3%	\$4.10 \$2.04 \$0.83	12 4 2	More than 15% 1	\$1,500 50%	Credit card	Import and distribute specialty sea salts, wholesale, distributors, bulk, retail packaged	Mark Zoske, CEO	2003
14	6	<b>Stanbrooke Custom Homes Inc.</b> 201 Valley Ave. N.W. Puyallup WA 98146, 253-841-3900 www.stanbrooke.com	360.4% 114.7%	\$9.68 \$5.80 \$2.10	18 13 6	Prefer not to answer 2	Prefer not to answer 100%	Self provided	Custom home builder	Thomas Cross, president	2002
15	NR	<b>Ramp Group</b> 411 108th Ave. N.E., Seventh floor Bellevue WA 98004, 425-467-1840 www.rampgroup.com	354.4% 113.2%	\$9.41 \$3.45 \$2.07	61 48 18	Prefer not to answer 1	\$0 WND	Personal funds	We get great ideas to market quickly through high-end user experience design and technology development	Terry Drayton, general partner and founder	2000
16	11	<b>GMI (Global Market Insight Inc.)</b> 2835 82nd Ave. S.E. Mercer Island WA 98040, 206-315-9300 www.gmi-mr.com	336.5% 108.9%	\$53.68 \$25.50 \$12.30	315 210 66	Prefer not to answer 3	\$2.4 million Prefer not to answer	Series A funding	Powers market research intelligence with integrated software solutions, global respondent panels and professional services	Michael Brochu, CEO	1999
17	NR	<b>The BlueLine Group</b> 25 Central Way, Suite 400 Kirkland WA 98033, 425-216-4051 www.thebluegroup.com	335.7% 108.6%	\$2.48 \$1.46 \$0.57	22 14 7	More than 15% 1	\$135,000 31.67%	1/3 founders, 2/3 small business loan	Civil engineering, land use planning, and land development consulting for private residential and commercial developers	Brian Darrow, president	2003
18	3	<b>Resolute Solutions Corp.</b> 10900 N.E. Fourth St., Suite 2110 Bellevue WA 98004, 425-467-9191 www.resolute.com	333.7% 108.2%	\$12.14 \$8.51 \$2.80	105 90 100	Loss 5	\$100,000 15%	Friends and family	Delivers integrated business solutions that realize the value of our client's investment in Microsoft's .NET platform	John Fallou, CEO	1996
19	NR	<b>Intrepid Learning Solutions</b> 411 First Ave. S., Suite 300 Seattle WA 98104, 206-381-3779 www.intrepidls.com	330.3% 107.5%	\$21.01 \$12.73 \$4.88	236 138 64	Prefer not to answer 1	\$2 million Less than 20%	Venture capital	Provider of learning and performance consulting, outsourcing, and research services	Chris Hedrick, president and CEO	1999
20	9	<b>mywedding.com (previously Pacifica Internet Tech)</b> 363 Tormey Lane, Suite 200 Bainbridge Island WA 98110, 206-855-7000 www.mywedding.com	315.0% 103.5%	\$2.36 \$1.61 \$0.57	20 13 7	More than 15% 1	\$0 25%	WND	Online wedding directory offering local guides, free wedding websites, and articles	Rob Johnsen, Drew Reynolds, Eric Bernal, Jim McGarvey, founders	2001
21	NR	<b>Fulcrum Technologies Inc.</b> 712 Aurora Ave. N. Seattle WA 98109, 206-336-5656 www.fulcrum.net	298.3% 99.5%	\$22.53 \$17.82 \$5.66	141 107 40	More than 15% 1	\$800,000 60%	Savings	Software and implementation services for asset lifecycle management for the telecommunications industry	Brent Bauer, CEO	1998
22	20	<b>QL2 Software Inc.</b> 316 Occidental Ave. S., Suite 410 Seattle WA 98104, 206-443-6836 www.ql2.com	295.8% 98.7%	\$6.20 \$3.03 \$1.57	85 25 15	Prefer not to answer 1	\$400,000 WND	Friends and family	Delivering ondemand market intelligence	Glenn Hasen, CEO	2002
23	24	<b>Evo</b> 122 N.W. 36th Seattle WA 98107, 206-812-0463 www.evogear.com	295.0% 98.7%	\$5.25 \$2.72 \$1.33	40 30 18	Prefer not to answer 1	\$10,000 98%	Home equity line of credit	Specialty retailer of action sports gear and lifestyle apparel	Shilo Jones, president	2001
24	17	<b>Danube Technologies Inc</b> 11100 N.E. Eighth St., Suite 835 Bellevue WA 98004, 503-248-0800 www.danube.com	291.2% 97.0%	\$2.29 \$2.34 \$0.59	17 19 15	Prefer not to answer 1	\$10,000 50%	Family	Project management product, training in software development method called Scrum	Laszlo Szalay, president	2000
25	NR	<b>Attenex Corp.</b> 925 Fourth Ave., Suite 1700 Seattle WA 98104, 206-38-5840 www.attenex.com	281.0% 95.2%	\$20.89 \$11.14 \$5.48	66 49 26	More than 15% 1	\$2 million WND	Private investors	Helps corporations find "smoking gun" e-mails quickly, thereby reducing the cost of litigation	Kimra Hawley, CEO	2001

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WND — Would Not Disclose

It is not the intent of this list to endorse the participants or to imply the value of a firm  
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Researched and compiled by Jamyang Dorjee  
Operating revenues verified by Grant Thornton LLP

# Fastest-Growing Private Companies PART II

The largest in Washington are ranked here by percentage of change in revenue from 2004 to 2006.

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Rank	2006 rank	Company Address Phone Website	Change in revenue from 2004 to 2006/Compound annual growth rate	Net operating revenue (in millions): 2006 2005 2004	Employees: 2006 2005 2004	Profitability 2006/Number of WA offices	Amount of startup capital/CEO equity	Source of startup capital	Description of business	Senior executive(s)	Year founded
26	12	All Star Directories 936 N. 34th St., third floor Seattle WA 98103, 206-436-7500 www.allstardirectories.com	278.4% 94.6%	\$29.60 \$15.49 \$7.82	66 52 28	Prefer not to answer 1	\$200,000 WND	Founders	Publisher of online and career school directories	Douglas Brown, president	2001
27	45	MAQ Software 15446 Bel Red Road, Suite 101 Redmond WA 98052, 425-558-7775 www.maqsoftware.com	264.8% 91.2%	\$7.42 \$3.38 \$2.03	80 80 60	Prefer not to answer 1	\$960,000 Majority	Personal funds	Software development and testing services	Rajeev Agarwal, managing consultant	2000
28	5	Mattress Depot USA 14603 N.E. 20th St. Bellevue WA 98007, 425-644-0056 www.mattressdepotusa.com/	255.2% 88.5%	\$4.69 \$3.21 \$1.32	22 17 12	6% to 10% 8	\$10,000 100%	Savings	Discount mattress and bedroom furniture retailer	David Smith, president	2003
29	NR	Bayley Construction 8005 S.E. 28th St. Mercer Island WA 98040, 206-621-8884 www.bayley.net	240.2% 84.4%	\$299.39 \$144.01 \$88.00	192 148 121	Prefer not to answer 1	Prefer not to answer Prefer not to answer	Private investment	General contractor in commercial construction	Ronald Bayley, president and CEO	1963
30	22	Ascentium Corp. 225 - 108th Ave. N.E., Suite 225 Bellevue WA 98004, 425-519-7700 www.ascentium.com	235.9% 83.3%	\$30.93 \$20.92 \$9.21	275 199 95	Prefer not to answer 3	WND WND	Personal funds	Interactive marketing and technology consulting, including software and website development	James Beebe, president	2001
31	16	Allied Trade Group Inc. 11730 118th Ave. N.E., Suite 100 Kirkland WA 98034, 425-814-2515 www.lightinguniverse.com	234.9% 83.0%	\$31.63 \$19.80 \$9.44	125 60 38	Prefer not to answer 5	Less than 1 million 70%	Personal, family and friends	Sells retail items (lighting fixtures, plumbing, flooring and knobs and hardware) across the internet and in five brick-and-mortar stores	Gary Rubens, president	1999
32	10	HyGen Pharmaceuticals Inc. 1940 124th Ave. N.E., Suite A 105 Bellevue WA 98005, 425-451-9178 www.hygenpharma.com	230.7% 82.0%	\$12.42 \$7.59 \$3.75	11 9 6	Prefer not to answer 1	\$150,000 Wife owns the company	Personal funds	Low-cost supplier of prescription pharmaceuticals and medical supplies	Nishit Mehta, CEO	1993
33	NR	Logan's Hammer 118 N. 36th, Suite B Seattle WA 98103, 206-718-4008 www.loganshammer.com	228.2% 81.0%	\$3.08 \$1.59 \$0.94	16 15 12	1% to 5% 1	\$1,000 80%	Personal funds	General contractor, residential construction	Sean Meek, partner	2002
34	NR	Driva Solutions LLC 3434 122nd Place N.E. Bellevue WA 98005, 206-321-0841 www.drivasolutions.com	216.0% 77.9%	\$1.74 \$0.84 \$0.55	3 3 1	More than 15% 3	\$10,000 60%	Personal funds	Contact center management consulting and software	William Price, president	2001
35	23	Chameleon Technologies 520 Kirkland Way, Suite 101 Kirkland WA 98033, 425-827-1173 www.chameleontechnic.com	215.6% 77.4%	\$3.84 \$2.33 \$1.22	45 29 20	More than 15% 1	\$50,000 50%	Columbia Bank	Principal provider of technical staffing and professional services support to area businesses	Mike Luckenbaugh, co-founder	2000
36	NR	Complete Office 11521 E. Marginal Way S., Suite 100 Tukwila WA 98168, 206-628-0059 www.complete-office.com	212.4% 76.9%	\$9.26 \$6.53 \$2.96	34 26 17	Prefer not to answer 2	\$500,000 65%	Personal funds	Office products, office furniture, computer supplies, janitorial and breakroom supplies	Rick Israel, president	2003
37	NR	Worktank 3131 Western Ave., Suite 510 Seattle WA 98121, 206-254-0950 www.worktankseattle.com	202.2% 73.7%	\$6.43 \$3.82 \$2.13	46 37 22	Prefer not to answer 1	WND 55%	Personally funds	Integrated advertising agency specializing in delivering a client's message across all media using a brand storytelling approach	Melinda Partin, CEO	2001
38	NR	Intelius Inc. 500 108th Ave. N.E. Bellevue WA 98004, 877-974-1500 www.intelius.com	200.0% 73.2%	\$54.00 \$44.00 \$18.00	101 43 17	6% to 10% 2	\$1.7 million 37%	Bootstrapped	Technology company providing consumers and businesses with information to inform the decision-making process and solve real-world problems	Naveen Jain, CEO	2003
39	18	WhitePages.com 1301 Fifth Ave., Suite 1600 Seattle WA 98101, 206-973-5100 www.whitepages.com	186.8% 69.4%	\$52.46 \$35.94 \$18.29	143 109 69	Prefer not to answer 1	\$900 WND	Personal funds	Website for searching, finding and connecting with people	Alex Algard, founder and CEO	1996
40	8	LabConnect LLC 2832 E. Arthur Place, Suite 200 Seattle WA 98112, 206-322-4680 www.labconnectllc.com	182.2% 67.8%	\$3.18 \$1.74 \$1.13	24 21 18	Prefer not to answer 1	\$56,000 WND	Founders	Clinical trials laboratory testing services	Eric Hayashi, president and CEO	2002
41	53	Bellevue Healthcare LLC 2112 116th Ave. N.E. Bellevue WA 98004, 425-451-2842 www.bellevuehealthcare.com	179.0% 67.0%	\$3.32 \$1.71 \$1.19	25 20 15	Prefer not to answer 4	\$10,000 100%	Family	Medical equipment and oxygen supplier	Peter Norman, president	2000
42	NR	Explore Consulting 10900 N.E. Eighth St., Suite 200 Bellevue WA 98004, 425-462-0100 www.exploreconsulting.com	175.7% 65.9%	\$2.67 \$1.89 \$0.97	30 23 18	More than 15% 1	\$10,000 50%	Personal funds	IT consulting services specializing in custom development, implementation and integration of web-based business systems	Steve Jones, CEO	2001
43	NR	GLY Construction Inc. 15 Lake Bellevue Drive, Suite 200 Bellevue WA 98005, 425-451-8877 www.gly.com	164.1% 62.5%	\$228.72 \$102.70 \$86.60	472 265 217	1% to 5% 1	\$500 30%	Shareholders	Preconstruction, construction management, construction services, interiors and special projects, and concrete subcontracting	Lee Kilcup, president and CEO	1967
44	NR	Integrated Management Systems 1004 W. James St., Suite 100 Kent WA 98032, 253-220-2962 www.imsseattle.com	157.0% 60.2%	\$11.27 \$4.91 \$4.39	31 15 15	Prefer not to answer 2	\$30,000 35%	Credit cards	Specializing in warehouse and distribution staffing	Dean Dorcas, CEO	1996
45	NR	SinglePoint (formerly Wireless Services Corp.) 600 108th Ave. N.E., Suite 610 Bellevue WA 98004, 425-638-4500 www.singlepoint.com	140.8% 55.2%	\$17.12 \$14.87 \$7.11	93 68 53	Prefer not to answer 1	WND 2.18%	Venture capital firms	Simple, powerful way for content owners to create, connect and confirm the delivery of wireless messages to mobile consumers	Rich Begert, president and CEO	1996
46	66	Wadot Capital Inc. 13751 Lake City Way N.E., Suite 222 Seattle WA 98125, 206-362-4444 www.wadotcapital.com	139.7% 55.2%	\$1.83 \$1.25 \$0.76	8 7 7	Prefer not to answer 1	\$30,000 50/50	Founders and family	Wholesale origination of "quick close" real estate loans for acquisition, rehabilitation, and business or investment purposes	Erik Egger, Craig Halpin, co-presidents	2001
47	NR	Prepared Response Inc. One Union Square, 600 University St., Suite 1525 Seattle WA 98101, 206-223-5544 www.preparedresponse.com/	136.8% 54.0%	\$4.86 \$3.26 \$2.05	43 35 21	Loss 2	\$600,000 2.40%	Angel investors	Safety and crisis management systems	Jim Finnell, president and CEO	2000
48	35	A Place for Mom Inc. 2101 Fourth Ave., Suite 1750 Seattle WA 98121, 206-285-4666 www.aplaceformom.com	136.5% 53.8%	\$11.87 \$8.53 \$5.02	205 126 84	Prefer not to answer 1	\$90,000 30%	Founders	A free advisory service for families in search of eldercare	Pamala Temple, president and CEO	2000
49	NR	Ygnition Networks 565 Andover Park W. Tukwila WA 98188, 206-574-5480 www.ygnition.com	135.3% 53.4%	\$25.98 \$19.61 \$11.04	140 130 100	Prefer not to answer 1	\$4.8 million WND	Venture firm and angel investors	Broadband services (cable, internet, and VOIP) to multifamily real estate owners and managers	Glenn Meyer, founder and executive chairman	2001
50	46	Pro CNC Inc. 445 Sequoia Drive, Suite 113 Bellingham WA 98226, 360-714-9000 www.procnc.com	134.6% 53.2%	\$4.86 \$3.53 \$2.07	40 36 26	1% to 5% 1	\$185,000 59%	Mortgaged house	Machined parts for the aerospace, medical, and telecommunications industries	Darcy Hughes, president	1997

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Researched and compiled by Janyang Dorjee  
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51	NR	<b>DNA Brand Mechanics</b> 1200 Fifth Ave., Suite 2000 Seattle WA 98101, 206-770-9615 www.dnabrandmechanics.com	132.4% 52.6%	\$7.54 \$4.67 \$3.24	16 13 9	Prefer not to answer 1	\$5,000 50/50 partnership	Personal funds	Brand strategy, design and advertising services	Alan Brown, principal and managing director	1998
52	NR	<b>OmnifAB Inc.</b> 3219 C St. N.E. Auburn WA 98002, 253-931-5151 www.omnifabinc.com	130.9% 51.7%	\$2.76 \$1.67 \$1.20	18 17 15	Prefer not to answer 1	\$25,000 100%	Savings	Offers a one-stop manufacturing solution for local OEMs. In-house capabilities include design/engineering, part optimization, project management, fabrication, machining, and installation.	Matthew Freeborn, owner	1998
53	60	<b>Allyis</b> 320 108th Ave. N.E., Suite 400 Bellevue WA 98004, 425-691-3000 www.allyis.com	130.2% 51.7%	\$17.00 \$10.56 \$7.39	167 134 79	6% to 10% 2	\$100 32.17%	Savings	Provides highly skilled resources to augment or manage technical, marketing, or project management teams	Richard Law, CEO	1996
54	62	<b>Valido Software LLC</b> 110 110th Ave. N.E. Bellevue WA 98004, 425-990-8803 www.valido.com	127.6% 50.9%	\$5.28 \$3.55 \$2.32	290 210 144	11% to 15% 1	\$30,000 43%	Savings	Provides outsourced custom software development services and focuses on Microsoft technologies	Andrew Kalinovsky, CEO	1994
55	38	<b>Antares Advanced Test Technologies</b> 1499 S.E. Tech Center Place, Suite 140 Vancouver WA 98662, 360-433-6230 www.antares-att.com	123.8% 49.6%	\$34.87 \$23.24 \$15.58	400 100 80	Prefer not to answer 1	\$4 million WND	Founders and investors	Semiconductor test consumables	Matt Bergeron, president and CEO	2001
56	NR	<b>Pacific Real Estate Partners Inc.</b> 225 108th Ave. N.E., Suite 550 Bellevue WA 98004, 425-974-4000 www.pacific-re.com	121.5% 48.8%	\$17.56 \$9.84 \$7.93	35 29 24	6% to 10% 2	WND 23.74%	WND	Commercial real estate leasing and investment services	Mark Flippo, president	1993
57	55	<b>DCI Engineers (D'Amato Conversano Inc.)</b> 10900 N.E. Fourth St., Suite 1200 Bellevue WA 98004, 425-827-2238 www.dci-engineers.com	119.3% 48.1%	\$20.66 \$15.13 \$9.42	162 130 102	More than 15% 3	\$3,000 28%	Issued shares	Civil and structural consulting engineering	Guy Conversano, co-founding principal and CEO	1988
58	NR	<b>MBI Systems</b> 1201 Mercer St. Seattle WA 98109, 206-343-5800 www.mbi-seattle.com	119.0% 48.0%	\$30.72 \$17.28 \$14.03	65 52 48	6% to 10% 2	\$600,000 85%	Personal funds	Office furniture dealership, Herman Miller	Jay Harmeyer, CEO	1972
59	26	<b>CapitalStream</b> 821 Second Ave., Suite 1300 Seattle WA 98104, 800-827-2010 / 206-545-9522 www.capitalstream.com	118.3% 47.7%	\$17.37 \$11.99 \$7.96	83 81 122	Loss 1	N/A Less than 10%	Venture capitalists	Provider of software that enables commercial banks and finance companies to streamline front office operations	Kevin Riegelsberger, president and CEO	1995
60	NR	<b>Silicon Forest Electronics Inc.</b> 6204 E. 18th St. Vancouver WA 98661, 360-694-2000 www.si-forest.com	115.7% 46.9%	\$15.98 \$11.63 \$7.41	113 85 78	1% to 5% 1	\$2 million 30%	Private investors	Provide contract services for assembly of electronics circuit boards	Frank Nichols, president	1999
61	31	<b>Mobilisa Inc.</b> 191 Otto St. Port Townsend WA 98368, 360-344-3233 www.mobilisa.com	115.6% 46.8%	\$3.77 \$2.54 \$1.75	37 30 30	More than 15% 1	\$100,000 34%	Personal funds	Research and development company specializing in wireless technology products for the government, military and business	Nelson Ludlow, CEO	2001
62	NR	<b>eProject Inc.</b> 1008 Western Ave., Suite 500 Seattle WA 98104, 206-341-9117 www.eproject.com	113.9% 46.2%	\$10.48 \$5.94 \$4.90	98 66 34	Loss 1	Round "B" \$12M in May 2007 WND	Bay Partners, Kennet Partners	eProject provides on-demand web software for collaboration and project and portfolio management	Jeff Pancottine, president and CEO	1997
63	NR	<b>Crystal Mountain Hotels</b> 33818 Crystal Mountain Blvd. Crystal Mountain WA 98022, 888-754-6400 www.crystalhotels.com	113.1% 46.3%	\$1.97 \$0.87 \$0.92	41 40 38	11% to 15% 1	\$500,000 40%	Savings	Three small hotels, restaurant, bar and deli at the base of Crystal Mountain ski area	Karen Harrison, CEO	1995
64	59	<b>Quardev Inc. dba Quardev Laboratories</b> 3411 Thorndyke Ave. W. Seattle WA 98119, 206-547-7771 www.quardev.com	111.1% 45.4%	\$3.36 \$2.89 \$1.59	42 37 35	11% to 15% 1	\$65,000 100%	Advance sale to first client	Software testing and technical communications services	Joseph Dillon, president and CEO	2000
65	NR	<b>Weber + Thompson</b> 425 Pontius Ave. N., Suite 200 Seattle WA 98109, 206-344-5700 www.weberthompson.com	108.9% 44.5%	\$10.13 \$7.64 \$4.85	79 65 51	More than 15% 1	\$100,000 WND	Personal funds	Architecture, interior design, community planning and sustainable design	Kristen Scott, principal	1987
66	NR	<b>Comm/net Systems Inc.</b> 4237 24th Ave. W. Seattle WA 98199, 206-282-8670 www.commnetsystems.com	108.2% 44.2%	\$6.53 \$3.79 \$3.14	27 20 17	Prefer not to answer 1	\$100,000 100%	Private funds	Manufactures and installs redundant power systems for major communications network facilities. Also has an alternate energy division developing commercial solar power infrastructure for communications sites.	Tom Osterman, president	1992
67	7	<b>Avidian Technologies</b> 2053 152nd Ave. N.E. Redmond WA 98052, 206-686-3001 www.avidian.com	107.1% 44.1%	\$2.76 \$1.99 \$1.33	20 14 9	6% to 10% 1	\$250,000 50%	Founders and angel investors	Sales and contact management software for small businesses and sales professionals	James Wong, co-founder and CEO	2002
68	69	<b>Alphagraphics</b> 3131 Elliott Ave., Suite 100 Seattle WA 98121, 206-448-9100 www.us297.alphagraphics.com	104.9% 43.2%	\$8.57 \$5.42 \$4.18	80 44 34	Prefer not to answer 3	\$100,000 100%	Savings	Full service printing and communications company	Charles Stempler, president	1989
69	29	<b>Techlink Northwest Inc. dba Protingent Staffing</b> 15375 S.E. 30th Place, Suite 280 Bellevue WA 98007, 425-957-0074 www.protingent.com	100.7% 41.7%	\$11.42 \$8.25 \$5.69	92 78 59	6% to 10% 2	\$40,000 50%	Savings	Offers engineering staffing, contract and permanent, for technology companies in the Pacific Northwest	Donn Harvey, president	2001
70	76	<b>Certified Security Solutions Inc.</b> 550 Kirkland Way, Suite 406 Kirkland WA 98033, 425-216-0720 www.css-security.com	99.5% 41.3%	\$4.77 \$2.81 \$2.39	48 35 28	Prefer not to answer 1	\$100 5%	Self funded	Information security consultancy specializing in identity and access management architecture, design and implementation	Michael Evans, CEO	2001
71	94	<b>Cierra Electrical Group Inc.</b> 2505 Third Ave., Suite 204 Seattle WA 98121, 206-442-0112 www.cierra.biz	99.3% 41.4%	\$1.28 \$1.01 \$0.64	14 13 9	Prefer not to answer 2	\$6,000 100%	Personal funds	Electrical engineering and lighting design services	Jay Jack, president	1996
72	65	<b>Legacy Roofing Inc.</b> 9680 153rd Ave. N.E. Redmond WA 98052, 425-868-6698 www.legacyroofing.com	98.8% 41.0%	\$23.87 \$17.70 \$12.01	204 161 119	Loss 1	\$110,000 89%	Personal savings and loans	Roofing contractor who hires only employees who are dedicated to the highest standards of craftsmanship, safety, and customer service	Clifford Hurn, CEO	1988
73	82	<b>Bank of Clark County</b> 1400 Washington St. Vancouver WA 98660, 360-993-2265 www.bocc.com	97.1% 40.4%	\$25.49 \$18.07 \$12.93	65 60 56	More than 15% 2	\$8.67 million 1.80%	Private investors	Full service community bank specializing in business banking, including free door-to-door courier service	Michael Worthy, CEO	1999
74	54	<b>Powell-Christensen Inc.</b> 501 E. Wine Country Road Grandview WA 98930, 509-882-2115 www.repowell.net	95.5% 39.8%	\$262.06 \$193.52 \$134.07	165 150 135	Prefer not to answer 6	\$250,000 50%	Self funded	Wholesale and retail sales and distribution of gasoline, diesel fuel, propane, and lubricants	Gary Christensen, president	1980
75	51	<b>Northwest Eye Care Network</b> 15617 Bel Red Road, Suite A Bellevue WA 98008, 425-558-9082 www.northwesteyes.com	92.4% 38.9%	\$1.39 \$0.87 \$0.72	13 9 8	More than 15% 3	\$140,000 70%	United Commercial Bank-Bellevue	Eye health care services and optical eyewear	Michael Chow, president and CEO	1999

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The Puget Sound Business Journal makes every attempt to publish accurate information on its lists; however, accuracy cannot be guaranteed. Please send any additions to: Janyang Dorjee, Puget Sound Business Journal, 801 Second Ave., Suite 210, Seattle WA 98104 or e-mail: jdorjee@bizjournals.com.

Researched and compiled by Janyang Dorjee  
Operating revenues verified by Grant Thornton LLP

# Fastest-Growing Private Companies PART IV

The largest in Washington are ranked here by percentage of change in revenue from 2004 to 2006.

Oct. 19-25, 2007

Rank	2006 rank	Company Address Phone Website	Change in revenue from 2004 to 2006/ Compounded annual growth rate	Net operating revenue (in millions): 2006 2005 2004	Employees: 2006 2005 2004	Profitability 2006/ Number of WA offices	Amount of startup capital/ CEO equity	Source of startup capital	Description of business	Senior executive(s)	Year founded
76	NR	<b>Liberty Financial Group Inc.</b> 205 108th Ave. N.E., Suite 270 Bellevue WA 98004, 425-945-8000 www.lfgloan.com	91.6% 38.4%	\$10.36 \$7.20 \$5.41	300 170 140	6% to 10% 15	\$250,000 38%	Private investors	Mortgage banking, loan origination	Barry Horn, CEO	2002
77	NR	<b>Teragren LLC</b> 12715 Miller Road N.E., Suite 301 Bainbridge Island WA 98110, 206-842-9477 www.teragren.com	91.6% 38.4%	\$13.30 \$9.62 \$6.94	18 18 15	Prefer not to answer 1	\$160,000 35%	Founder execs and friends	Manufactures bamboo flooring, panels and veneers	David Knight, president and CEO	1994
78	NR	<b>BCRA</b> 2106 Pacific Ave., Suite 300 Tacoma WA 98402, 253-627-4367 www.BCRAdesign.com	90.9% 38.2%	\$15.70 \$13.50 \$8.22	144 100 71	6% to 10% 2	\$5,000 33.30%	Inheritance from CFO's grandmother	Architecture, civil and structural engineering, interior and graphic design, land use planning, sustainable design, building science, strategic marketing	Jeffrey Brown, president	1989
79	NR	<b>Side-Pro Inc.</b> 17280 Wood-Red Road N.E., Suite 810 Woodinville WA 98072, 425-486-4777 www.Sidepro.com	90.3% 37.9%	\$6.48 \$4.68 \$3.41	75 50 35	6% to 10% 1	\$1,000 100%	Savings	Family owned and operated roofing and siding installation company in Woodinville	James Brock, president and CEO	1995
80	88	<b>Promium LLC</b> 22522 29th Drive S.E., Suite 205 Bothell WA 98021, 425-286-9200 www.promium.com	88.5% 37.5%	\$2.25 \$1.74 \$1.19	18 16 14	6% to 10% 1	\$2,500 50%	Personal funds	Laboratory information management system software (LIMS) for environmental testing laboratories	Scot Cocanour, CEO	1998
81	NR	<b>LaborWorks Inc.</b> 9014 Peacock Hill Ave. N.W., Suite 203A Gig Harbor WA 98332, 253-853-3444 www.laborworks.com	88.4% 37.3%	\$14.36 \$10.81 \$7.62	40 20 17	1% to 5% 9	\$300,000 100%	CEO	Industrial staffing agency, temporary and temp-to-perm staffing	Scott Sabo, CEO	1998
82	89	<b>CleanScapes Inc.</b> 5939 Fourth Ave. S. Seattle WA 98108, 206-859-6700 www.cleanscapes.com	87.6% 36.8%	\$3.35 \$2.38 \$1.79	60 45 35	1% to 5% 1	<\$10,000 50%	Founder's personal funds	Facilities maintenance and garbage and recycling collection services	Chris Martin, president	1997
83	72	<b>The Dow Hotel Co. LLC</b> 16400 Southcenter Parkway, Suite 206 Seattle WA 98188, 206-575-3600 www.dowhotelco.com	86.3% 36.5%	\$3.99 \$3.00 \$2.14	1,800 1,400 1,100	Prefer not to answer 2	\$200,000 62.50%	Member and personal funds	Hotel ownership and management	Murray Dow II, president	1997
84	NR	<b>Spectralux Corp.</b> 12335 134th Ct. N.E. Redmond WA 98052, 425-285-3000 www.spectralux.com	86.1% 36.4%	\$12.34 \$9.27 \$6.63	91 76 61	Prefer not to answer 1	WND 40%	Ownership group	Manufacturer of avionics solutions for the aerospace/defense industry	Michael Burke, president	1973
85	NR	<b>Fast Water Heater Co.</b> 12601 132 Ave. N.E., Suite D Kirkland WA 98034, 800-454-8955 www.fastwaterheater.com	84.5% 35.8%	\$11.56 \$7.95 \$6.27	72 54 45	1% to 5% 1	\$7,200 20%	Loan from previous owner	Installation and repair of residential and commercial water heating equipment	Jeff Jordan, president	1985
86	44	<b>ColorsNW Inc.</b> 1319 Dexter Ave. N., Suite 250 Seattle WA 98109, 206-444-9251 www.colorsnw.com	83.1% 35.3%	\$1.19 \$0.86 \$0.65	13 10 8	Prefer not to answer 1	\$50,000 54%	Community Capital Development	Multicultural media publisher, consulting service and resource provider	Robert Jeffrey, publisher and CEO	2001
87	95	<b>Bayview Limousine</b> 15701 Nelson Place Seattle WA 98188, 206-223-6200 www.bayviewlimo.com	80.3% 34.2%	\$4.79 \$3.48 \$2.66	78 59 51	Prefer not to answer 1	\$5,000 100%	Loan from mother	Provides chauffeured ground transportation for all occasions	Robert Hansen, CEO	1990
88	NR	<b>Express Tubes Inc.</b> 8655 S. 208th St. Kent WA 98031, 253-850-5270 www.expresstubes.com	80.0% 33.9%	\$1.65 \$1.40 \$0.92	5 3 2	Prefer not to answer 1	\$50,000 100%	Cash	Distributor of packaging	Jeff Stice, president	2004
89	NR	<b>Inserve Corp.</b> 11201 S.E. Eighth St., Suite 190 Bellevue WA 98004, 425-646-4400 www.in-serve.com	79.6% 34.0%	\$21.84 \$16.57 \$12.16	7 6 6	Prefer not to answer 1	\$10,000 100%	Personal resources	Outsourced human resources services including payroll and benefits administration, regulatory compliance and strategic consulting	Brian Farney, CEO	1997
90	47	<b>Pop</b> 3421 Thorndyke Ave. W. Seattle WA 98119, 206-728-7997 www.pop.us	78.2% 33.4%	\$7.62 \$6.87 \$4.28	62 54 44	Prefer not to answer 1	\$5,000 99.50%	Personal funds	Digital marketing agency that creates award-winning, innovative websites that deliver results	Bill Predmore, founder and president	1996
91	63	<b>Connect-Air International Inc.</b> 4240 B St. N.W. Auburn WA 98001, 253-813-5599 www.connect-air.com	78.2% 33.5%	\$21.20 \$17.17 \$11.90	33 33 29	1% to 5% 1	\$12,000 51%	Second mortgage	Wholesaler of low voltage wire and cable	Michael Jones, CEO	1978
92	NR	<b>Pensar Development Inc.</b> 424 Queen Anne Ave. N., Suite 100 Seattle WA 98109, 206-284-3134 www.pensardevelopment.com	76.0% 32.2%	\$1.38 \$1.94 \$0.79	10 12 4	More than 15% 1	\$0 50%	WND	Product development, engineering consulting, project management	John Murkowski, president	2001
93	50	<b>Specialty Bottle</b> 5200 Fourth Ave. S. Seattle WA 98108, 206-340-0459 www.specialtybottle.com	71.1% 30.9%	\$6.01 \$5.12 \$3.51	21 21 21	Prefer not to answer 1	\$15,000 100%	Personal funds	Supplier of bottles, jars and tin containers for food, candles and cosmetics	Scott Eskenazi, CEO	1998
94	52	<b>Aubeta Networks Corp.</b> 801 S. Fidalgo St. Seattle WA 98108, 206-766-8800 www.aubeta.com	71.0% 30.8%	\$13.91 \$10.85 \$8.13	90 78 52	1% to 5% 1	\$27,000 70%	Founder's savings	Engineers, provisions, monitors and maintains wide-area networks for businesses across the county	Ethan Hernandez, president and CEO	2000
95	NR	<b>Logos Bible Software</b> 1313 Commercial St. Bellingham WA 98225, 360-527-1700 www.logos.com	69.5% 30.2%	\$15.14 \$10.63 \$8.93	121 101 86	Prefer not to answer 1	\$175,000 29%	Friends and family of founders	Electronic tools and resources for multilingual Bible study	Bob Pritchett, president and CEO	1992
96	NR	<b>Network Computing Architects Inc.</b> 855 106th Ave. N.E. Bellevue WA 98004, 425-451-8995 www.ncanet.com	69.4% 30.2%	\$24.11 \$19.38 \$14.23	52 48 34	Prefer not to answer 2	\$2,500 35%	Owner's contribution/ sweat equity	Multi-disciplined technology specialist focused in information security, regulatory compliance, voice over internet protocol (VoIP), business telephony solutions and consulting	Thomas Gobeille, president and CEO	1992
97	NR	<b>Phinney Bischoff Design House</b> 614 Boylston Ave. E. Seattle WA 98102, 206-322-3484 www.pbhd.com	69.2% 30.1%	\$3.64 \$2.15 \$2.15	22 17 14	Prefer not to answer 1	WND 80%	WND	Offers expertise in brand strategy, design, interactive, and ideation	Leslie Phinney, president	1982
98	NR	<b>QPM Aerospace Inc.</b> 10500 N.E. Eighth St., Suite 875 Bellevue WA 98004, 425-233-6170 www.qpmaerospace.com	68.9% 30.0%	\$33.80 \$23.27 \$20.00	165 142 125	6% to 10% 2	\$250,000 100%	Personal funds	Manufacturer of aerospace components	Michael Dunlop, president	1995
99	92	<b>Coldstream Capital Management</b> One 100th Ave. N.E., Suite 102 Bellevue WA 98004, 425-233-1600 www.coldstream.com	65.4% 28.6%	\$6.33 \$4.82 \$3.83	32 30 21	More than 15% 2	\$2.4 million 17%	Outside	Provides comprehensive wealth management and multi-client family office services to high net worth individuals and their families	Roger Reynolds, managing director	1996
100	37	<b>Brooks Rand Labs LLC</b> 3958 Sixth Ave. N.W. Seattle WA 98107, 206-632-6206 www.brooksrand.com	64.4% 28.1%	\$2.10 \$1.70 \$1.28	26 23 18	Prefer not to answer 1	\$50,000 1	Owner's contribution	Analytical services and instrumentation for analysis of trace metals and metals speciation	Colin Davies, president	1982

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