

# 2009 Book Lists

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# This year's list makers provide a glimpse at economic recovery

No 'all clear' signal has been issued, but a review of this year's lists suggests that relief is in sight

The Book of Lists has chronicled the fast-growing companies and the precipitous falls in the Sacramento region during the past quarter-century. The books, our annual collection of lists that appeared in the newspaper during the past year, capture the best — and worst — of times. This year has been arguably the worst since the Great Depression.

Big-name developers failing — such as Abe Alizadeh of Roseville and Reynen and Bardis — locally based financial institutions setting aside millions of dollars to cover real estate-related losses and a modern-day record jobless rate dominated the headlines in 2009. And, certainly, the hefty losses and gut-wrenching pain are far from over.

But the economy will get better — it always has.

The billion-dollar question is when? Some will argue that the recession is over, while others say it could take months before the "all-clear" signal is warranted. Either way, a full economic recovery will take many more months, and likely, at least a few more years, before we can enjoy a collective sigh of relief.

But it will come, trust me. The Book of Lists is my evidence.

Remember the late 1990s? You know, when almost anyone could make millions of dollars by starting up a cool company or investing in one? Until, of course, the dot-com bubble burst and the stock market tumbled. Well, a lot of locally based companies enjoyed healthy gains a decade ago and then experienced a less-than-stellar growth period. Some, quite honestly, crashed and disappeared.

But, overall, many struggled and survived. Some even thrived.

Case in point: Raley's. The grocery-store giant had almost \$2.6 billion in revenue in 1999, a 19 percent increase from a year earlier. Then, a bad economy and the bubble burst slowed growth to a modest 9.4 percent, to \$2.85 billion, in 2000.

Since then, the West Sacramento-based company has reported a \$600 million increase in revenue during the past eight years to \$3.4 billion, though it has had limited growth the past three years. Then again, with a miserable economy, any growth is a huge success.

Yeah, yeah, I know, people, even during a bad economy, need to eat. And more people eat at home during a recession, some experts say.

But buying a new car is a much-larger purchase.

So, the next example is Roseville Toyota Scion, which has dominated the top of the new-car dealers list the past decade.

The dealership's vehicle sales dropped to \$146.4 million last year, obviously a casualty of concerned consumers holding onto their hard-earned money during the recession. Last year's figure is close to the dealership's \$139.7 million in revenue in 1998.

But the auto dealership — like many companies — has always recovered. The company reported a then-record \$214.4 million in sales in 2001, followed by two consecutive years of declining sales, falling to \$187.3 million in 2003. Once the economy was humming along again, largely because of the booming real estate market, the dealership enjoyed four consecutive years of increased sales, even with more competition in the region.

The same can be said about many companies in the region. Grab a few editions of the Book of Lists and compare the past decade or so. Definitely, there are exceptions. But, overall, most companies endure a roller coaster-like ride during a recession, with some making difficult cost-cutting choices — such as consolidating operations or layoffs — and then enjoying healthy gains with the expanding economy.

I know, it's far from rocket science — with a better economy, revenue and profit soars. But, during a difficult time (and that is putting it mildly), it's easy to focus on the short-term pain, and there is plenty, and forget to look at long-term success. Almost everyone does it. Get through this week, make this deadline, meet payroll.

Sometimes, survival is success.

Speaking of success ... The Book of Lists — and the weekly lists — demands hours of dedication, hundreds of e-mails and phone calls, and much number-crunching by the research staff. We greatly appreciate the efforts of senior research director Sharon Havranek, senior research assistant Elizabeth Eccles and research assistant Mary Alice Coverdale. In addition, former research assistant Julie Tobias was critical in collecting data for some of the lists included in the publication.

But the biggest thanks, as always, should be addressed to the business leaders who complete the forms, from the detailed financial information to the focus on their operations (for example, the Engineering Companies list). The Book of Lists greatly depends on your commitment and cooperation to provide data.

With our always-on, always-accessible society, it's often overlooked how much the Business Journal depends on you to gather information that improves our region and hopefully the bottom line. Long before social networking sites such as Facebook and LinkedIn, the Business Journal collected data for the lists and republished them in the Book of Lists, basically creating a community, a printed-word network of company executives overseeing hundreds of millions of dollars of revenue to small-business owners looking to survive.

It's been a successful effort and one we greatly enjoy providing. It demands a great deal of energy and time, but the results are hard to duplicate and the information is invaluable.

We hope you find this Book of Lists, and the others that preceded it, a great resource in connecting with a few business leaders, expanding your client list and — dare we say it — making more money in 2010.



**EDITOR'S NOTE**  
**RON TRUJILLO**

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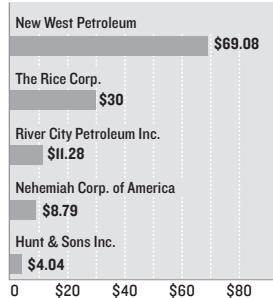
# THE LIST

Ranked by percentage of revenue growth from 2006-2008

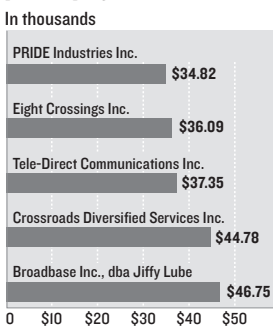
RESEARCHED BY SHARON HAVRANEK  
sahavranek@bizjournals.com | 916-558-7876



Most revenue per employee 2008  
In millions



Least revenue per employee 2008  
In thousands



## Footnotes

1. Annualized revenue based on 10 months of operations.

Companies surveyed for this list are based in Sacramento, El Dorado, Placer or Yuba counties. They cannot be subsidiaries of companies that are based elsewhere.

Annual revenue listed for some firms is for fiscal years rather than calendar years.

NL — Not listed

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# Fastest-growing companies 1-25

Rank — Last year	Company Address Chief executive	Web site Phone	Revenue growth from 2006-2008	Revenue 2008 2007 2006	Employees 2008 2007 2006	Products or services	Primary owner	Year established
1 I	<b>Solar Power Inc.</b> 4080 Davitt Stallman Road, Suite 100, Granite Bay 95746 Stephen Kircher, chief executive officer	solarpowerinc.net 916-789-0833	902.39%	\$47,421,000 \$18,144,000 \$4,381,151	290 170 104	Manufacture, supply and install photovoltaic solar-power products	Publicly owned, OTCBB: S0PW	2005
2 NL	<b>Empire Freight Services</b> 4040 Vista Park Court, Suite 20, Sacramento 95834 P. Bret Roper, chief executive officer	aitworldwide.com 916-929-9800	677.93%	\$3,033,073 \$1,319,310 \$389,892	7 3 2	Freight forwarding, logistics, warehousing	P. Bret and Monica Roper	2005
3 6	<b>Vital Networks Inc.</b> 8801 Folsom Blvd., Suite 285, Sacramento 95826 Doug Heestand, president	vitalnetworks.com 916-436-8757	515.81%	\$1,803,814 \$1,110,109 \$292,917	10 7 3	Information technology, consulting and outsourcing	Doug Heestand, Eric Johnson, Andy Adsetts	2003
4 NL	<b>Nehemiah Corp. of America</b> 424 North 7th St., Suite 250, Sacramento 95811 Scott Syphax, president	nehemiahcorp.org 916-231-1999	417.35%	\$360,594,159 \$87,700,000 \$69,700,000	41 30 36	Housing finance	Nonprofit	1997
5 NL	<b>Pinnacle Emergency Management Inc.</b> 2511 Del Monte St., West Sacramento 95691 Leo Grover, president	pinnacle-emergency.com 916-371-7431	400.60%	\$5,874,202 \$2,212,405 \$1,173,438	11 7 5	Emergency loss services and property restoration	Leo Grover	2005
6 16	<b>Premier Power Renewable Energy Inc.</b> 4961 Windplay Drive, Suite 100, El Dorado Hills 95762 Dean Marks, chief executive officer	premierpower.com 916-939-0400	345.35%	\$44,237,984 \$16,686,048 \$9,933,345	102 51 62	Solar sales and installation	Publicly owned, OTCBB: PPRW	2001
7 NL	<b>The Johnson Group Inc.</b> 9300 West Stockton Blvd, Suite 108, Elk Grove 95758 Christopher Johnson, president	johnsongroupinc.com 916-479-7003	327.59%	\$1,026,737 \$976,770 \$240,121 <sup>1</sup>	5 5 3	Staffing and consulting for architecture, engineering, environmental, construction and health care industries	Christopher Johnson	2006
8 NL	<b>S&amp;D Carwash Management LLC, dba Quick Quack Car Wash</b> P.O. Box 2703, Carmichael 95609 Jason Johnson, president	dontdrivedirty.com 916-971-3274	270.46%	\$5,088,758 \$2,048,489 \$1,373,616	60 55 30	Car wash	Jason Johnson, Travis Kimball, Tim Wright, Greg Drennan	2004
9 NL	<b>Mering Carson</b> 1700 I St., Suite 210, Sacramento 95811 David Mering, chief executive officer	meringcarson.com 916-441-0571	212.04%	\$7,362,835 \$40,964,541 \$24,981,394	57 46 35	Advertising and media services	David Mering and Greg Carson	1985
10 NL	<b>Intelligent Business Network Solutions Inc.</b> 6821 Roseville Road, Suite 3, Sacramento 95842 John Pyron, president	ibns-inc.com 916-381-4267	202.10%	\$1,018,379 \$828,704 \$337,096	9 5 4	Computer networking, support, managed services	John Pyron and Justin Cooper	2006
11 NL	<b>Sabot Technologies Inc.</b> 101 Parkshore Drive, Suite 100, Folsom 95630 Christopher Eaves, chief executive officer	sabot-tech.com 888-447-2268	198.99%	\$3,054,667 \$1,631,861 \$1,021,652	15 9 7	Information technology management consulting services	Christopher Eaves and Darren Chiappinelli	2000
12 NL	<b>PowerON Services Inc., dba PowerOn Computer Services</b> 8801 Washington Blvd., Suite 101, Roseville 95678 Brent Kelley, chief executive officer	poweron.com 916-577-6227	177.25%	\$8,072,020 \$7,681,728 \$2,911,410	28 27 15	Reverse logistics services for servers, computers and peripherals, including de-installation, logistics, auditing, data destruction, repair, parts reclamation, product resale and product recycling	Brent Kelley	1964
13 II	<b>Visionary Integration Professionals LLC</b> 80 Iron Point Circle, Suite 100, Folsom 95630 Jonna Ward, chief executive officer	visconsulting.com 916-985-9625	164.18%	\$148,745,000 \$113,104,000 \$56,305,000	542 527 357	Global technology and outsourcing	Jonna Ward	1996
14 NL	<b>GNT Solutions</b> 3841 North Freeway Blvd., Suite 100, Sacramento 95834 Todd Bollenbach, chief financial officer	gntsolutions.com 916-830-9400	162.90%	\$1,645,298 \$1,112,781 \$625,819	7 6 6	Manage networks across California and Mexico	Todd Bollenbach and Gabriel Fernandez	2004
15 14	<b>Tricorp Construction Inc.</b> 1215 How Ave., Suite 100, Sacramento 95825 Steve Hunter, president	tricorpconstruction.com 916-779-8010	155.46%	\$26,367,894 \$15,264,642 \$10,321,651	34 38 27	Commercial construction	Tony Moayed, Steve Hunter, Ken Cohen	2004
16 33	<b>Lawson Mechanical Contractors</b> 6090 South Watt Ave., Sacramento 95829 Rodney Lawson, chief executive officer	lawsonmechanical.com 916-381-5000	148.24%	\$106,000,000 \$88,990,000 \$42,700,000	500 225 250	Mechanical contractor	Rodney Lawson	1947
17 9	<b>SolarRoofs.com Inc.</b> 5840 Gibbons Drive, Suite H, Carmichael 95608 Al Rich, president	solarroofs.com 916-481-7200	138.14%	\$1,405,000 \$1,147,000 \$590,000	14 12 7	Manufacture lightweight solar water heating collectors and systems	Al and Susan Rich	1997
18 NL	<b>Eight Crossings Inc.</b> 2523 (S) Suite 205, Sacramento 95816 Patrick Maher, chief executive officer	eightcrossings.com 916-444-0002	132.82%	\$2,887,000 \$2,821,000 \$1,240,000	80 80 10	Off-site support for physicians and attorneys including transcription, scanning and answering service	Patrick Maher	2001
19 NL	<b>Titan Precision Engineering Inc., dba Titan Engineering</b> 12852 Earhart Ave., Auburn 95602 Titan Gilroy, chief executive officer	titaneng.com 530-885-3000	123.76%	\$4,432,307 \$3,082,685 \$1,980,864	50 30 18	Manufacture of aerospace parts	Titan and Gina Gilroy	2005
20 NL	<b>MCM Construction Inc.</b> 6413 32nd St., North Highlands 95660 James Carter, president	mcmconstructioninc.com 916-334-1221	113.47%	\$274,320,110 \$165,732,720 \$128,506,452	425 375 350	Bridge contracting	James Carter and Harry McGovern	1973
21 NL	<b>Intech Mechanical Co. Inc.</b> 650 Commerce Drive, Roseville 95678 Rick Chowdry, president	intech-mech.com 916-797-4900	109.09%	\$20,700,000 \$15,000,000 \$9,900,000	95 85 65	Mechanical contracting	Rick Chowdry	1993
22 30	<b>ConQuip Inc.</b> 11255 Pyrites Way, Rancho Cordova 95670 Robert Wenning, president	conquipinc.com 916-379-8200	108.60%	\$11,300,000 \$8,931,566 \$5,416,995	70 62 34	Engineer and manufacture Web handling equipment	Robert Wenning, Adam Zielenski	1994
23 29	<b>Silverado Systems Inc.</b> 2600 East Bidwell St., Suite 280, Folsom 95630 Torrey Loomis, chief executive officer	silverado.cc 916-760-0032	99.63%	\$2,734,937 \$2,376,433 \$1,370,025	3 2 1	Computer hardware, software and peripherals	Torrey Loomis	2003
24 48	<b>Childers Marketing Group</b> 428 1/2 1st St., Suite 204, Woodland 95695 Morgan Childers, owner	childersmarketing.com 530-661-1968	98.68%	\$470,213 \$320,204 \$236,669	5 4 2	Marketing collateral, both print and Web	Morgan Childers	2004
25 15	<b>The Starry Band Inc., dba Mulvaney's Building and Loan, and Culinary Specialists</b> 1215 19th St., Sacramento 95811 Patrick Mulvaney, owner	culinaryspecialists.com 916-441-1771	94.95%	\$2,771,168 \$2,178,403 \$1,421,509	40 30 20	Farm-to-table restaurant, full-service catering and banquet facility	Patrick Mulvaney	1977