

Entrepreneur®

top 50

1 **Salo LLC** Senior-level finance/accounting staffing Minneapolis saloLLC.com

AMY LANGER

Began: 2002 **Initial investment:** \$300,000 **2002 sales:** \$90,000 **2006 sales:** \$32.1 million
 "By hiring the right management team and backing a strong infrastructure, I can focus on the longer-term strategic aspects of growing our business."

2 **Koni Corp.** Hospitality industry window treatments & linens San Diego konicorp.com

KONI KIM

Began: 1998 **Initial investment:** \$50,000 **2002 sales:** \$60,000 **2006 sales:** \$13.7 million
 "Quality people are the company's best assets. A good skill set is only part of the equation. Their hearts, passion and outlook on life can be the most important elements in finding great associates."

3 **Circles** Marketing solutions Boston circles.com

JANET KRAJUS, KATHY SHERBROOKE

Began: 1996 **Initial investment:** \$26.9 million **2002 sales:** \$1.7 million **2006 sales:** \$44.4 million
 "Communicate incessantly and consistently what you are trying to achieve. As the company grows, communication needs to become formalized."



#6 • TERESA VIDGER

4 **Window Quality Food Co., Ltd.** Food manufacturing Houston windowfoods.com

ANNE M. SMALLING, PHYLLIS S. HOJEL, KATHRYN M. GEIB

Began: 1990 **Initial investment:** \$12 million **2002 sales:** \$22 million **2006 sales:** \$89.7 million
 "Face your fears/problems head-on and quickly. They do not go away; they just get worse if you are not willing to deal with them."

5 **Mexus Transport** Trucking company Northville, MI mexustransport.com

ALBA R. MCCONNELL

Began: 2003 **Initial investment:** \$100,000 **2002 sales:** \$115,000 **2006 sales:** \$9.4 million
 "Keep your eye on the ball, always remembering there are many paths that will lead you to your goal. We have to want it bad! It self-sacrifice is not one of your virtues, you will most likely fail."

6 **Temporary Housing Directory** Temporary housing/hotel placements Plano, TX

TERESA VIDGER temporaryhousingdirectory.com

Began: 2001 **Initial investment:** \$500,000 **2002 sales:** \$400,000 **2006 sales:** \$27 million
 "We have read of our employees work from home offices. With the right people and technology, this is a great way to keep your employees happy and to be more productive."

7 **Lanmark Technology** IT/teleadministrative services Fairfax, VA lnt-inc.com

LANE HAY

Began: 2000 **Initial investment:** \$6,000 **2002 sales:** \$15,000 **2006 sales:** \$30.1 million
 "Always porting where you are going in life, not where you came from. Dive to the stars, and create the life you want to live."

8 **San Coast Resources** Petroleum products Houston sancoastresources.com

KATHY LEHNE

Began: 1985 **Initial investment:** \$2,000 **2002 sales:** \$373.7 million **2006 sales:** \$564.2 million
 "Know what you want. Know where you are headed. Ask for help. Give everything you have to accomplish your goals."

9 **Morpheus Media** Advertising & marketing agency New York City morpheusmedia.com

SHENAN REED

Began: 2001

"Never get too big or too small."

9 **Morpheus Media** Advertising & marketing agency New York City morpheusmedia.com

SHENAN REED

Began: 2001 **Initial investment:** \$0 **2002 sales:** \$800,000 **2006 sales:** \$22.6 million
 "Never get too big for your britches. In a fast-growing entrepreneurial company, there is no job too big or too small for any member of the team, including the leader."

10 **June R. Moore**

JUNE R. MOORE

Began: 1994

"I was a very driven mother of three. I wanted to make a difference somewhere but needed flexibility with my schedule. I saw this niche opportunity and decided to run with it."

11 **Pinnacle Petroleum** Petroleum products Seal Beach, CA pinnaclepetroleum.com

LIZ MCKINLEY

Began: 1995 **Initial investment:** \$130,000 **2002 sales:** \$20.9 million **2006 sales:** \$30 million
 "Proving the company's legitimacy was key. Once you secure one good flagship account, you are on your way. A supportive banking relationship can provide instant credibility as well."

12 **Cavanagh Services Group** Project management/logistics Salt Lake City cav-services.com

SUSAN P. RICE

Began: 2002 **Initial investment:** \$250,000 **2002 sales:** \$105,000 **2006 sales:** \$72 million
 "Always speak positively and act confidently about yourself and your company. All people, including customers, want to be associated with a positive force."

13 **Providus** Legal staffing Houston providusgroup.com

LISA MOORE TURANO, JACKIE BEBCZUK, BEVERLY MATTOCKS

Began: 2001 **Initial investment:** Did not disclose **2002 sales:** \$981,000 **2006 sales:** \$20.3 million
 "Challenging the status quo has been one key to our success; if you're not asking clients and employees to do something different and better, you run the risk of being seen as 'the foe.'"

14 **Outcomes** Health-care data reporting Charlottesville, VA outcomes.com

WANDA KOCH-HAR, KELLY MONICAL

Began: 1996 **Initial investment:** \$60,000 **2002 sales:** \$620,000 **2006 sales:** \$15.1 million
 "Hiring the right people is probably the hardest part, but it has the most impact on your success. Find energetic people with integrity and brains."

15 **Pinnacle Technical Resources** IT staffing Dallas pinnacleL.com

NINA G. VACA

Began: 1996 **Initial investment:** \$300 **2002 sales:** \$4 million **2006 sales:** \$42 million

16 **Constant Contact** Online communications Waltham, MA constantcontact.com

GAIL GOODMAN

Began: 1996 **Initial investment:** \$37.9 million **2002 sales:** \$1.9 million **2006 sales:** \$276 million
 "Make sure you know the answers to the following three questions: Who are/will be your customers? What problem will you solve for them? Will they pay enough for you to make money?"

17 **EMCVenues** Meeting management Annapolis, MD emcvenues.com

JODY WALLACE

Began: 2001 **Initial investment:** \$450,000 **2002 sales:** \$807,000 **2006 sales:** \$16.6 million
 "Get better before getting bigger. I made the mistake of growing too fast in the beginning, and it was overwhelming for my team and the customer. Focus on delivery and customer service."