

FASTEST-GROWING PRIVATE COMPANIES

Ranked by revenue increase percentage Research by Eleanor Snite

| 2013 Rank | 2012 Rank | Name<br>Address<br>Telephone, fax, website   | Average revenue increase from 2010 to 2012 | Revenue 2011<br>2012                                    | Area staff/<br>Total staff | Primary owners<br>Email addresses   | Type of business  | Products or services  | Years in area |
|-----------|-----------|--|--|---|----------------------------|---|---|---|---------------|
| 26        | NR        | <b>StaffTime</b><br>7845 Baymeadows Way, Jacksonville, 32256<br>904-215-1313, 904-215-1319<br>stafftimejobs.com  | 59.64%                                     | WND<br>WND<br>WND                                       | 6<br>6                     | Rose Conry, rose@stafftimejobs.com, Kelley Moore, kelley@stafftimejobs.com                        | Temporary staffing, direct placement, temp to perm, special projects    | Provide contingency staffing to clients   | 4             |
| 27        | NR        | <b>Bozard Ford Lincoln Mercury</b><br>540 Outlet Mall Blvd., St. Augustine, 32084<br>904-824-1641, 904-829-0596<br>bozardford.com  | 55.63%                                     | WND<br>WND<br>WND                                       | 128<br>128                 | Mike Shad, mike@shadcompany.com, Letti Bozard, letti@bozardford.com, Bo Bozard, bo@bozardford.com | Automotive dealership   | Ford Lincoln vehicle sales, full service department & Quicklane Center that service all makes & models of vehicles        | 64            |
| 28        | 19        | <b>Brightway Insurance Inc.</b><br>3733 University Blvd. W., Suite 100, Jacksonville, 32217<br>904-764-9554, 904-482-0739<br>brightwayinsurance.com                            | 54.06%                                     | \$108.33 million<br>\$167.98 million<br>\$257.1 million | 225<br>550                 | David Miller<br>Michael Miller<br>Not provided  | Insurance   | Auto, home, life & business insurance   | 10            |
| 29        | 8         | <b>B3 Solutions LLC</b><br>1225 W. Beaver St., Suite 108, Jacksonville, 32204<br>904-695-4241, 904-695-8891, b3solutions.com   | 53.83%                                     | WND<br>WND<br>WND                                       | 6<br>165                   | William F. Almas<br>balmas@b3solutions.com  | Technology-enabled solutions provider                                   | Technology-enabled solutions in acquisition & program, logistics, systems engineering                                     | 7             |
| 30        | 16        | <b>Urban Partners Construction LLC</b><br>3236 Beach Blvd., Jacksonville, 32207<br>904-270-2225, 904-270-2245, urbanpartnersgroup.com  | 49.99%                                     | \$2.4 million<br>\$4.2 million<br>WND                   | 9<br>9                     | Edmundo Gonzalez<br>Ronnie Leinwohl<br>Not provided   | General contracting, construction management, design-build, development | General contracting, construction management, design-build & project management   | 6             |
| 31        | NR        | <b>Worldwide IT</b><br>1721 Blanding Blvd., Suite 104, Jacksonville, 32210<br>904-777-0087, WND, trustworldwideit.com  | 48.05%                                     | WND<br>WND<br>WND                                       | 8<br>8                     | Joshua Sizemore<br>Not provided   | Information technology  | Cloud computing, managed IT services, IT consulting   | 11            |
| 32        | 21        | <b>The FaverGray Co.</b><br>415 Pablo Ave., Suite 200, Jacksonville Beach, 32250<br>904-208-2001, 904-208-2020<br>favergray.com  | 46.35%                                     | \$42.95 million<br>\$68.72 million<br>\$91.15 million   | 40<br>40                   | James Gray, jgray@favergray.com, Keith Faver, kfaver@favergray.com                                | General contracting, design/build, construction management              | General contracting, design-build, construction management  | 8             |
| 33        | NR        | <b>GO Auto Recycling</b><br>12270 New Kings Road, Jacksonville, 32219<br>904-765-4242, 904-764-2004<br>goautorecycling.com   | 45.9%                                      | \$2.67 million<br>\$4.07 million<br>\$5.67 million      | 32<br>40                   | Brian Shell, Not provided, Jason Finley, jfinley@goauto-recycling.com                             | Late-model auto recycling & used parts                                  | Used & remanufactured parts for cars, trucks & SUVs   | 4             |
| 34        | 23        | <b>Vacation Rental Pros Property Management LLC</b><br>151 Sawgrass Corners, Suite 200, Ponte Vedra Beach, 32082<br>904-385-3888, WND, vacationrentalpros.com                  | 43.26%                                     | WND<br>WND<br>WND                                       | 55<br>55                   | Steve Milo<br>stevemilo@yahoo.com   | Vacation rentals  | Vacation rental property management   | 7             |
| 35        | NR        | <b>GotSoccer LLC</b><br>750 Third St., Suite 3, Neptune Beach, 32266<br>904-746-4446, WND, gotsoccer.com   | 42.7%                                      | WND<br>WND<br>WND                                       | 10<br>17                   | Gavin Owen-Thomas, gavin@gotsoccer.com  | Software & media for soccer teams                                       | Scheduling software, registration software, youth soccer rankings, communication tools                                    | 8             |
| 36        | 13        | <b>G2 I.D. Source Inc.</b><br>1515 Montana Ave., Jacksonville, 32207<br>904-302-5899, 904-396-6006<br>g2ids.com  | 42.56%                                     | \$1.13 million<br>\$1.88 million<br>\$2.24 million      | 18<br>18                   | David Frederick<br>dave@g2ids.com   | Complete label & identification solution provider                       | Multimedia, marketing, visual graphics, printed packaging, labels, auto identification & data capture, bar-coding         | 5             |
| 37        | NR        | <b>Jimerson &amp; Cobb PA</b><br>701 Riverside Park Place, Suite 302, Jacksonville, 32204<br>904-389-0050, 904-212-1269<br>jimersoncobb.com                                    | 42.5%                                      | \$596,521<br>\$866,160<br>\$1.22 million                | 12<br>12                   | Charles Jimerson, cjimerson@jimerson-cobb.com, Christopher Cobb, ccobb@jimersoncobb.com           | Law firm  | Legal services  | 4             |
| 38        | 27        | <b>Auditmacs</b><br>1301 Riverplace Blvd., Suite 2529, Jacksonville, 32207<br>904-249-1150, WND, auditmacs.com   | 41.92%                                     | WND<br>WND<br>WND                                       | 40<br>40                   | David A. Hopper<br>dhopper@auditmacs.com  | Telecom & mobility lifecycle management consultancy                     | Telecom consulting, benchmarking, mobility management, mobility deployment  | 10            |
| 39        | 45        | <b>Analytics Partners Inc.</b><br>11481 Old St. Augustine Road, Suite 303, Jacksonville, 32258<br>904-322-7736, 904-371-4277, analyticspartners.com                            | 39.96%                                     | WND<br>WND<br>WND                                       | 35<br>40                   | Lisa Davis<br>lisa.davis@analyticspartners.com  | Data warehouse & business intelligence consulting                       | Developer of health intelligence analytics, analysis solution, implementing, training in business intelligence technology | 11            |
| 40        | 4         | <b>Scribe Solutions Inc.</b><br>13500 Sutton Park Drive S., Suite 204, Jacksonville, 32224<br>904-683-4574, 904-527-3869, scribesolutions.com                                  | 38.03%                                     | WND<br>WND<br>WND                                       | 150<br>225                 | Mary Claire Menze<br>mary@scribesolutions.com   | Physician scribe staffing   | Provide medical scribes for physicians  | 5             |
| 41        | 35        | <b>Incepture Inc.</b><br>5011 Gate Parkway, Building 100, Suite 100, Jacksonville, 32256<br>877-347-7151, 904-363-4107, incepture.com  | 37.28%                                     | WND<br>WND<br>WND                                       | 87<br>93                   | Florida Blue<br>Not provided  | Staffing, consulting & managed solutions                                | Serving health care, information technology & financial services industries   | 12            |
| 42        | NR        | <b>Coldwell Banker Vanguard Realty</b><br>1401 Kingsley Ave., Orange Park, 32073<br>904-269-7117, 904-264-9577, vanguardcb.com   | 36.93%                                     | WND<br>WND<br>WND                                       | 224<br>224                 | Peter Dalton<br>petedalt@vanguardcb.com   | Residential real estate broker  | Residential real estate listings, sales & property management   | 36            |
| 43        | 26        | <b>Grimes Trucking Services Inc.</b><br>600 Ellis Road N., Jacksonville, 32254<br>904-786-5711, 904-786-7805, grimescompanies.com  | 34.92%                                     | WND<br>WND<br>WND                                       | 150<br>150                 | Thomas Grimes<br>Not provided   | Supply chain management   | Transportation, warehousing, packaging  | 41            |
| 44        | 2         | <b>Colo5 LLC</b><br>4800 Spring Park Road, Jacksonville, 32207<br>904-394-9610, 904-394-4510, colo5.com  | 34.85%                                     | \$3.86 million<br>\$5.31 million<br>\$7.02 million      | 6<br>8                     | Doug Recker<br>doug@colo5.com   | Data center & disaster recovery space & services                        | Data center & disaster recovery space, office space, redundant power, Internet, managed services, telecommunications      | 5             |
| 45        | NR        | <b>New Venture of Jacksonville dba High Tech Commercial Cleaning</b><br>8130 Baymeadows Circle W., No. 306, Jacksonville, 32256<br>904-732-7270, 904-731-1858, htccleaning.com | 33.47%                                     | \$2.26 million<br>\$2.38 million<br>\$2.86 million      | 17<br>17                   | Ellen L. Pearce<br>ellie.pearce@htccleaning.com   | Commercial cleaning franchise business                                  | Commercial cleaning   | 12            |
| 45        | 40        | <b>Performance Painting Contractors Inc.</b><br>3653 Regent Blvd., Suite 601, Jacksonville, 32224<br>904-641-4800, WND, performance-painting.com                               | 33.47%                                     | \$1.06 million<br>\$1.53 million<br>\$1.87 million      | 33<br>33                   | Jason Parker<br>Not provided  | Painting contractor   | Interior & exterior painting, water-proofing, pressure washing, carpentry, faux finish                                    | 12            |
| 47        | 22        | <b>Smarstaff Inc. dba Remedy Intelligent Staffing</b><br>7999 Phillips Highway, Suite 310, Jacksonville, 32256<br>904-399-4171, WND, remedystaff.com                           | 32.12%                                     | WND<br>WND<br>WND                                       | 28<br>36                   | Brian Rose, brian.rose@remedystaff.com, Diane Rose, Not provided                                  | Employment services, staffing   | Full-service staffing, on-site workforce management, direct hire, temporary, temp-to-hire                                 | 20            |
| 48        | NR        | <b>Beacon Fisheries</b><br>2500 Monument Road, Suite 206, Jacksonville, 32225<br>904-641-7778, WND, beaconfisheries.com  | 27.68%                                     | \$27.97 million<br>\$39.52 million<br>\$45.13 million   | 17<br>19                   | Mike Eddy, meddy@beaconfisheries.com  | Importer & wholesale distributor of seafood products                    | Wholesaler of seafood products - primarily fresh catch, grouper, snapper, mahi, tuna & crabmeat                           | 17            |
| 49        | 41        | <b>American Home Therapy Inc.</b><br>4131 University Blvd. S., Building 17, Jacksonville, 32216<br>904-722-1515, 904-301-0401, americanhome.com                                | 26.45%                                     | WND<br>WND<br>WND                                       | 300<br>525                 | Anthony Hicks<br>Tom Gibson<br>Not provided   | Home health care  | In home nursing, physical, speech & occupation therapy, medical social worker, companions                                 | 9             |
| 50        | NR        | <b>Clearcomm LLC</b><br>4800 Spring Park Road, Jacksonville, 32207<br>904-345-0947, WND, clearcommdirect.com   | 25.65%                                     | WND<br>WND<br>WND                                       | 8<br>8                     | Mark Thompson<br>Kirk Moquin<br>Not provided  | Business support solutions  | Merchant services, telecom, data, 5 colocation, disaster recovery   | 5             |
| 51        | NR        | <b>First Coast Security</b><br>One Independent Drive, Suite 117, Jacksonville, 32202<br>904-598-1993, 904-598-1998, fcssl.com  | 24.16%                                     | \$12.43 million<br>\$13.5 million<br>\$18.86 million    | 775<br>1,100               | E. Bland Cologne<br>bcologne@fcssl.com  | Contract security officer services                                      | Security officer services   | 14            |

Abbreviation: WND = Would not disclose; NR = Not ranked; Source: Company representatives; Information current as of July 2013. Notes - Calibration for ranking was done by Ennis, Pellum & Associates CPAs based on information provided by company representatives and verified by a third party. Growth is based on average annual revenue increase over three years. It is not the intent of this list to endorse participants or imply that a listing indicates quality. Every attempt is made to ensure the accuracy and thoroughness of this list. Corrections or additions may be sent to esnite@bizjournals.com. BOOK OF LISTS ON DISK (800) 486-3289 or www.bizjournals.com/commerce/



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Auto recycling owners tap into the value and environmental advantage of business

**GO Auto Recycling**  
Rev. Growth: 45.9%  
Jason Finley, Brian Shell, co-owners

When it comes to the auto recycling business, the co-founders and owners of GO Auto Recycling said it is not uncommon for a lot of people to still think of a junkyard. However, they said as far as their business goes, that is the furthest thing from the truth. "Nothing from the cars goes into a landfill," said Jason Finley, co-founder and co-owner. "We recycle the gas, copper, Freon, everything. It is good to use recycled parts because it's cost-effective and good for the environment."

Finley and Brian Shell decided to start the business after watching people get involved in the commodities market in 2008 and be successful. Now they recycle cars and deliver parts all over Jacksonville to car dealerships, insurance companies and collision centers. In addition, they are getting ready to open a \$4.5 million to \$5 million self-service facility on Commonwealth Avenue so they can also deliver their products directly to customers. That has all resulted in a 45.9 percent average annual revenue growth rate over the past three years. However, no matter whom they service and deliver to, the owners said the reason for

their growth all comes down to customer service. "The customer service side in this market is lacking," Shell said. "We work really hard to ensure we have repeat business." To ensure that customer satisfaction is high, GO Auto Recycling uses technology to improve the customer experience by offering services like real-time tracking. Plus, they administer a quarterly survey of their top 50 to 100 customers to look for even more ways to improve. "We respond to those surveys and throw resources at the negatives to turn them into positives," Finley said. "We always look at where we

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**Jason Finley**  
Co-owner  
GO Auto Recycling  
are lacking and where we are standing out. We are never satisfied. There is always room for improvement."  
—Lauren Darm

