

FASTEST-GROWING PRIVATE COMPANIES

Ranked by revenue increase percentage Research by Eleanor Snite

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

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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

