

# TOP 50 FASTEST-GROWING WOMEN-LED COMPANIES

## 35 SaltWorks Inc.

Sea salt Woodinville, WA seasall.com  
NAOMI NOVOTNY  
Began: 2001 Initial Investment: \$1,500 2003 sales: \$264,000 2007 sales: \$5.7 million

## 36 Icon Information Consultants LP

IT staffing Houston iconconsultants.com  
PAMELA O'ROURKE  
Began: 1998 Initial Investment: \$250,000 2003 sales: \$23 million 2007 sales: \$72 million

## 37 SwervePoint

Promotional products & services Danvers, MA swervepoint.com  
JULI SINNETT  
Began: 2003 Initial Investment: \$125,000 2003 sales: \$1.9 million 2007 sales: \$15.5 million

## 38 Strategic Staffing Solutions

IT consulting Detroit strategicstaff.com  
CYNTHIA PASKY  
Began: 1990 Initial Investment: \$60,000 2003 sales: \$67 million 2007 sales: \$148 million

## 39 Butler/Till Media Services Inc.

Media research services Rochester, NY butlertill.com  
SUSAN R. BUTLER, TRACY E. TILL  
Began: 1998 Initial Investment: \$10,000 2003 sales: \$7.1 million 2007 sales: \$32.3 million

## 40 IBT Holdings LLC

Design, building & consulting services Norcross, GA ibtenlerprises.com  
MYLLE MANGUM  
Began: 1985 Initial Investment: Undisclosed 2003 sales: \$15.8 million 2007 sales: \$53.2 million

## 41 Carolina IT Professionals Inc.

IT staffing Mount Holly, NC citpinc.com  
PHYLLIS FRIDAY MCCONNELL  
Began: 2001 Initial Investment: \$500 2003 sales: \$3 million 2007 sales: \$19 million

## 42 Vignon Corp.

IT staffing Dallas vignon.com  
KATHY HODGINS BLANCK  
Began: 2001 Initial Investment: \$20,000 2003 sales: \$144,600 2007 sales: \$3.6 million

## 43 Warrior Group Inc.

Modular construction DeSoto, TX warrior-group.net  
GAIL WARRIOR-LAWRENCE  
Began: 1997 Initial Investment: \$1,000  
2003 sales: \$11.4 million 2007 sales: \$41.7 million

## 44 Greenlite Lighting Corp.

Energy efficient lighting products Pointe-Claire, Quebec  
greenlite.ca  
NINA GUPTA  
Began: 1994 Initial Investment: \$1 million  
2003 sales: \$6 million 2007 sales: \$28 million

## 45 BrightStar Healthcare

Medical/nonmedical home-care & medical staffing franchisor Gurnee, IL brightstarhealthcare.com  
SHELLY SUN  
Began: 2002 Initial Investment: \$100,000+  
2003 sales: \$1.4 million 2007 sales: \$11.8 million

## 46 Bett-A-Way Pallet Systems Inc.

Transportation solutions & pallet management South Plainfield, NJ bettaway.com  
JUNE DELANY, TRACEY URSINI, BETTY VACCARO, LAURA VACCARO  
Began: 1996 Initial Investment: \$6,000  
2003 sales: \$10.6 million 2007 sales: \$26.2 million

## 47 ProActive Solutions Inc.

IT solutions Mission, KS proactive-solutions.com  
MELISSA CATHER-THIEDE  
Began: 1996 Initial Investment: \$0  
2003 sales: \$9.6 million 2007 sales: \$37 million

## 48 ITI Inc.

IT & business consulting Pearland, TX iti-ps.com/services  
JUNE REEDER  
Began: 2000 Initial Investment: \$0  
2003 sales: \$1.2 million 2007 sales: \$10.5 million

## 49 Trans-Expedite Inc.

Freight forwarding El Paso, TX trans-expedite.com  
KEELI JERNIGAN  
Began: 2001 Initial Investment: \$29,000  
2003 sales: \$3 million 2007 sales: \$18 million

## 50 LetterLogic Inc.

Mailing services Nashville, TN letterlogic.com  
SHERRY STEWART  
Began: 2002 Initial Investment: \$50,000  
2003 sales: \$1.1 million 2007 sales: \$9.8 million

## BEHIND THE NUMBERS

The 50 fastest-growing women-led companies ranking was compiled with the help of the Women Presidents' Organization, a non-profit peer advisory organization for independent women presidents and CEOs.

*Entrepreneur* and the WPO solicited applications from women-led businesses in North America and considered those that met the following criteria:

- Must be a privately held, woman-led company in the U.S. or Canada.
- Company sales in 2003 must be \$100,000 or greater; 2007 sales must be at least \$1 million.
- Companies were ranked according to a sales growth formula that combines percentage and absolute growth. From this list, the top 50 were selected. (In cases where companies have multiple partners, only women are listed.)

Research was conducted by WPO director of communications Caitlin Jenkins, communications manager Kirsten Wynn and assistants Kat Piracha and Tanya Rosado. *Entrepreneur* research editor James Park also contributed to this listing.

**ONLINE:** You've seen our list of this year's fastest-growing women-owned businesses. Now visit [entrepreneur.com/shortcuts](http://entrepreneur.com/shortcuts) to meet the dynamic entrepreneurs behind some of these companies.