

## INDUSTRIAL/SERVICE COMPANIES ELIGIBILITY

A company must be at least 51% black-owned and have been fully operational for the previous calendar year. Companies listed must manufacture or own the products they sell or provide industrial or consumer services. (Brokerages, real estate firms, and firms that provide professional services, such as accounting firms and law offices, are not eligible.)

### TOP 10 GROWTH LEADERS

Company	Location	2013 Revenues*	2012 Revenues*	% Increase
The Peebles Corp.	Coral Gables, FL	\$82,544	\$22,970	259.4
Adams Communication & Engineering Technology Inc.	Waldorf, MD	161,000	60,000	168.3
Devon Industrial Group	Detroit, MI	113,400	50,000	126.8
Powers & Sons Construction Co. Inc.	Gary, IN	47,341	23,137	104.6
Systems Electro Coating L.L.C.	Madison, MS	106,789	53,700	98.9
Radio One Inc.	Silver Spring, MD	448,700	293,395	52.9
Harvey Industries L.L.C.	Livonia, MI	73,000	49,000	49.0
Tolston Holdings L.L.C.	Timmonsville, SC	55,480	37,600	47.6
World Pac Paper L.L.C.	Cincinnati, OH	69,722	49,471	40.9
K. Neal International Trucks Inc.	Hyattsville, MD	106,650	77,300	38.0

## INDUSTRIAL/SERVICE SUMMARY

	2013	2012	% Change
Employees	56,452	53,866	4.80
Revenues*	\$21,815.585	\$19,093.249	14.26

### TOP 10 EMPLOYMENT LEADERS

Company	Location	Employees	Revenues*	Employee To Revenues** Ratio
Manna Inc.	Louisville, KY	14,000	\$630,000	1:45
V & J Holding Cos. Inc.	Milwaukee, WI	4,500	88,000	1:20
Thompson Hospitality	Reston, VA	4,250	485,000	1:114
World Wide Technology Inc.	Maryland Heights, MO	2,517	6,400,000	1:2543
ACT-1 Group	Torrance, CA	2,307	2,254,480	1:977
Jackmont Hospitality Inc.	Atlanta, GA	2,100	94,000	1:45
Bridgewater Interiors L.L.C.	Detroit, MI	1,500	1,500,000	1:1000
Global Automotive Alliance L.L.C.	Detroit, MI	1,410	520,000	1:369
Urban Lending Solutions	Pittsburgh, PA	1,371	168,602	1:123
H. J. Russell & Co.	Atlanta, GA	1,344	269,271	1:200

## AUTO DEALERS ELIGIBILITY

An auto dealership must be at least 51% black-owned and have been fully operational for the previous calendar year.

### AUTO SUMMARY

	2013	2012	% Change
Employees	9,298	8,415	10.49
Revenues*	\$7,992.969	\$7,175.848	11.39

## ADVERTISING AGENCIES ELIGIBILITY

An advertising agency must be at least 51% black-owned and have been fully operational for the previous calendar year. To qualify as a full-service advertising agency, the company must provide creative services as well as make media placements: purchasing time and/or space for a client's advertising. Companies that only provide consulting services, create or produce advertising, or do media placements do not qualify as full-service agencies. (We canvassed the Standard Directory of Advertising Agencies, combed industry publications, and made inquiries in the field to identify full-service agencies.)

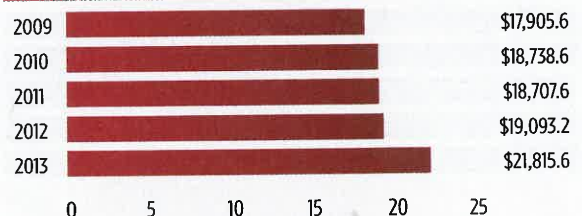
### ADVERTISING SUMMARY

	2013	2012	% Change
Employees	1,090	1,065	2.35
Revenues*	\$308.175	\$287.516	7.19

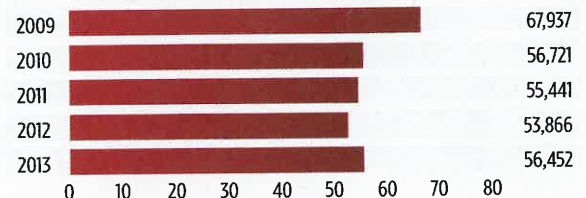
## B.E. 100S SALES\* BY INDUSTRY

Technology	\$7,155.124	24.0%
Manufacturing	\$4,825.224	16.2%
Other	\$3,384.353	11.4%
Food & Beverage	\$3,077.307	10.3%
Construction	\$1,188.339	4.0%
Media	\$867.745	2.9%
Energy	\$423.572	1.4%
Transportation	\$428.021	1.4%
Computer/Office Products	\$154.100	0.5%
Healthcare	\$146.200	0.5%
Security or Janitorial Maintenance	\$110.600	0.4%
Telecommunications	\$55.000	0.2%
Auto Dealers	\$7,992.969	26.8%
Total	\$29,808.554	100%

## B.E. INDUSTRIAL/SERVICE REVENUES\*



## B.E. INDUSTRIAL/SERVICE EMPLOYEES



SOURCE: B.E. RESEARCH