

# Fastest-Growing Indianapolis-Area Private Companies\*

(Ranked by percentage of revenue growth from fiscal years 2006 to 2008)

RANK	COMPANY ADDRESS TELEPHONE / FAX / WEB SITE	REVENUE GROWTH FISCAL YEARS 2006 TO 2008	REVENUE FISCAL YEAR: 2006 2007 2008	FTE EMPLOYEES FISCAL YEAR: 2006 2007 2008	AFTER-TAX PROFITABILITY IN 2008 ORIGINAL INVESTMENT: AMOUNT SOURCE(S)	PRODUCTS AND SERVICES	TOP EXECUTIVE(S), TITLE(S) OWNER(S)	ACCOUNTING FIRM LAW FIRM BANK(S)	FOUNDED FISCAL YEAR END
<b>1</b>	<b>IWM Consulting Group LLC</b> 7428 Rockville Road, 46214 (317) 347-1111 / fax (317) 290-4477 / iwconsult.com	695%	\$1,317,320 \$3,584,662 \$10,468,489	14 25 23	DND \$10,000 private investors	environmental consulting	Troy Smith, president Troy Smith, Keith Mershon, Greg Scarpone	Donovan Financial Group LLC Cook & Associates PC First National Bank NA	2005 12/31/08
<b>2</b>	<b>SmartIT Staffing Inc.</b> One Indiana Square, Suite 2350, 46204 (317) 634-0211 / fax (317) 634-0246 / smart-itstaffing.com	676%	\$1,087,400 \$4,407,330 \$8,438,532	28 62 95	DND \$1,000 personal funds	IT staffing and consulting	Karen Cooper, president Karen Cooper, Paul Rothwell	Marietta Financial Services Inc. Bingham McHale LLP JPMorgan Chase Bank NA	2005 12/31/08
<b>3</b>	<b>Mainstreet Property Group LLC</b> 109 W. Jackson St., Cicero 46034 (317) 420-0205 / fax (317) 420-0206 / mainstreetcap.net	489%	\$1,080,884 \$4,461,078 \$6,369,073	4 95 100	6% to 10% \$20,000 personal funds	senior housing real estate development	Zeke Turner, CEO Zeke Turner, Ed Grogg	Katz Sapper & Miller LLP Krieg DeVault LLP The National Bank of Indianapolis Corp.	2002 12/31/08
<b>4</b>	<b>Phoenix Data Corp.</b> 9045 E. 59th St., 46216 (317) 354-1187 / fax (317) 354-1369 / phoenixdatacorporation.com	380%	\$1,238,300 \$3,876,845 \$5,945,711	22 30 54	over 10% \$350,000 personal funds	document management, data processing	Carol L. Curran, president, CEO Carol L. Curran	Naab and Co. PC Ittenbach Johnson Trettin & Koeller PA Harris Bank NA	2001 12/31/08
<b>5</b>	<b>Stretch Logistics</b> 6220 Carrollton Ave., 46220 (866) 316-6600 / fax (317) 894-6875 / stretchlogistics.com	373%	\$1,041,000 \$1,617,000 \$4,927,000	3 4 9	DND DND DND	logistics services	Kalvin Cook, Brandon Lawler, managing partners Cook family	Katz Sapper & Miller LLP DND Star Financial Bank	2004 12/31/08
<b>6</b>	<b>AIT Laboratories</b> 2265 Executive Drive, 46241 (317) 243-3894 / fax (317) 243-2789 / aitlabs.com	255%	\$9,300,000 \$16,000,000 \$33,000,000	90 120 187	over 10% \$40,000 personal funds	pain management, forensics, clinical and pharmaceutical testing; research institution	Michael A. Evans, president, CEO Michael A. Evans	BKD LLP Barnes & Thornburg LLP Financial Center FCU	1990 12/31/08
<b>7</b>	<b>Fairchild Communication Systems Inc.</b> 3185 N. Shadeland Ave., 46226 (317) 576-9115 / fax (317) 576-9014 / fairchildcommunications.com	249%	\$3,709,252 \$6,197,479 \$12,955,341	24 34 70	6% to 10% \$1,000 personal funds	telecommunications and electronic systems contractor	Charles W. Fairchild II, president; Michael C. Cast, director of operations; Scott A. Hosford, branch manager Charles W. Fairchild II, Luanne Fairchild	Teipen Selande's Poynter & Avres PC DND Fifth Third Bank	2001 12/31/08
<b>8</b>	<b>elmagine Technology Group Inc.</b> 6081 E. 82nd St., Suite 110, 46250 (317) 577-9958 / fax (317) 577-9959 / thinketg.com	218%	\$1,290,565 \$2,849,350 \$4,103,009	14 22 30	over 10% \$50,000 loan	enterprise and Web application development	Joel Russell, president Joel Russell	Jeff Mullen CPA LLC Cohen Garelick & Glazier PC Fifth Third Bank	1998 12/31/08
<b>9</b>	<b>Health Systems International LLC</b> 5975 Castle Creek Parkway, Suite 100, 46250 (317) 806-2000 / fax (317) 806-2005 / us-hsf.com	214%	\$8,703,471 \$10,568,351 \$27,288,352	44 48 230	0 to 5% DND DND	medical claims and receipts, bill review	Russell Sherlock, president, CEO HSI Acquisition Holdings Inc.	Katz Sapper & Miller LLP Ice Miller LLP M&I Bank	2004 12/31/08
<b>10</b>	<b>Backhaul Direct LLC</b> 47 S. Meridian St., Suite 300, 46204 (317) 780-8630 / fax (317) 974-1644 / backhauldirect.com	201%	\$5,424,000 \$9,418,000 \$16,340,000	17 26 41	DND DND personal funds	third-party logistics, brokerage	Gregory Harris, COO Gregory Harris	Ostrow Reisin Berk & Abrams Ltd. Lewis & Kappes PC Fifth Third Bank	2004 12/31/08
<b>11</b>	<b>MedTech College</b> 6602 E. 75th St., 46250 (317) 845-0300 / fax (317) 863-4895 / medtechcollege.edu	199%	\$4,270,850 \$7,400,288 \$12,756,980	40 62 110	over 10% \$2,600,000 angel investors	medical training and degrees	Joseph H. Davis, president, CEO private investors	Kessler Orlean Silver Bingham McHale LLP The National Bank of Indianapolis Corp.	2004 12/31/08
<b>12</b>	<b>Defender Direct</b> 3750 Priority Way S. Drive, 46240 (317) 253-5200 / fax (317) 810-4721 / defenderdirect.com	186%	\$49,659,097 \$78,080,755 \$141,795,237	491 682 1,317	0 to 5% \$30,000 personal funds	home security and satellite TV systems	Dave P. Lindsey, president, CEO David P. Lindsey	Katz Sapper & Miller LLP Kroger Gardis & Regas LLP M&I Bank	1998 12/31/08
<b>13</b>	<b>LGC Associates LLC(2)</b> 13295 Illinois St., Carmel 46032 (317) 569-0018 / fax (317) 632-2558 / lgcassociates.com	159%	\$4,548,019 \$7,997,295 \$11,784,202	30 50 45	0 to 5% \$5,000 personal funds	temporary, direct-hire placements, hospitality and business staffing	Glen Greenawalt, EVP; George Lessmeister, CEO George Lessmeister, Glen Greenawalt	Long & Associates Cohen Garelick & Glazier PC Regions Bank	2003 12/31/08
<b>14</b>	<b>Brownstone Publishing LLC d/b/a Angie's List</b> 1030 E. Washington St., 46202 (317) 396-9134 / fax (317) 396-9134 / angieslist.com	152%	\$14,310,032 \$24,925,944 \$36,056,970	261 316 440	loss \$55,000 personal funds, private investors, venture capital	provides service company reviews and ratings	Bill Oesterle, CEO; Angie Hicks-Bowman, founder, CMO; Scott Brenton, COO; Tim Harvey, CFO; Michael Holt, VP of sales Aquent LLC, AL BV Investment Inc., City Securities Corp., Cardinal Ventures LLC, Battery Ventures	Katz, Sapper & Miller LLP Ice Miller LLP National City Bank	1995 12/31/08
<b>15</b>	<b>Pinpoint Holdings Inc. d/b/a Pinpoint Resources</b> 6308 Rucker Road, Suite A, 46220 (317) 726-5600 / fax (317) 726-5610 / pinpointresources.com	148%	\$7,023,669 \$11,921,552 \$17,394,261	40 65 100	DND \$25,000 personal funds	IT, work-force services	Mark Hall, president Mark Hall, James Ellis	Kirk N. Fosnough CPA Inc. Ogletree Deakins Nash Smoak & Stewart PC Fifth Third Bank	1995 12/31/08
<b>16</b>	<b>ExactTarget Inc.</b> 20 N. Meridian St., Suite 200, 46204 (317) 423-3928 / fax (317) 396-1592 / exacttarget.com	132%	\$31,175,449 \$48,004,583 \$72,342,009	201 279 380	0 to 5% \$200,000 friends, family	email marketing, text and voice messaging, Web landing pages	Scott Dorsey, CEO Scott Dorsey, Chris Baggott, Peter McCormick	KPMG LLP Ice Miller LLP Silicon Valley Bank	2000 12/31/08
<b>17</b>	<b>iasta.com Inc.</b> 12800 N. Meridian St., Carmel 46032 (317) 594-8600 / fax (317) 579-6401 / iasta.com	129%	\$2,855,868 \$3,636,868 \$6,531,333	21 28 40	0 to 5% \$57,000 customers	eSourcing software and global consulting services	Melissa Beuc, senior director, product marketing; David Bush, CEO; Todd Epple, CFO; Jason Trieda, COO David Bush, Todd Epple, Jason Trieda	Alerding & Co. Alerding Castor LLC Regions Bank, Silicon Valley Bank	2000 12/31/08
<b>18</b>	<b>First Class Landscaping Inc.</b> 3355 S. Arlington Ave., 46203 (317) 788-9596 / fax (317) 788-9515 / firstclasslawn.com	98%	\$3,104,443 \$5,347,229 \$6,155,883	60 75 83	0 to 5% \$35,308 family	lawn maintenance, irrigation, landscape	Bradley M. Shaffer, president Bradley M. Shaffer	Cox Beckman Goss & Co. David A. Retherford & Associates Inc. KeyBank	1994 12/31/08
<b>18</b>	<b>National Trade Supply LLC</b> 5340 S. Harding St., 46217 (317) 536-7445 / fax (317) 536-7449 / ntsupply.com	98%	\$9,292,581 \$13,646,659 \$18,374,514	7 12 17	DND DND vendor credit lines	Internet sales of filtration and HVAC products	Todd Anthony, president, CEO Todd Anthony	Birk Gross Bell & Coulter PC Williams Hewitt Barrett & Wilkowski LLP JPMorgan Chase Bank NA	2003 12/31/08
<b>20</b>	<b>Mid America Health Inc.</b> 1499 Windhorst Way, Suite 100, Greenwood 46143 (317) 972-7889 / fax (317) 972-7969 / mahweb.com	95%	\$12,498,054 \$18,575,386 \$24,360,423	175 350 392	6% to 10% \$3,500 personal funds	dental services and staffing	Bill Mathews, CEO; Patrick Murphy, president Bill Mathews, Jacki Mathews, Patrick Murphy, Mike Jarvis	BGBC Partners LLP Baker & Daniels LLP M&I Bank	1986 12/31/08
<b>21</b>	<b>Information Systems Experts LLC</b> 645 W. Carmel Drive, Carmel 46032 (317) 814-1035 / fax (317) 814-1044 / ise-llc.com	87%	\$1,967,759 \$3,006,172 \$3,682,954	25 38 35	DND \$80,000 personal funds	custom software and application development, IT consulting	Jeff P. Hastings, president Jeff P. Hastings	Stewart Peck & Hueston LLP Lewis & Kappes PC Regions Bank	1993 12/31/08
<b>22</b>	<b>Apparatus</b> 912 N. Delaware St., 46202 (317) 777-6463 / fax (317) 777-6460 / apparatus.net	75%	\$3,849,307 \$5,051,358 \$6,749,589	41 46 65	over 10% \$10,000 personal funds	IT services	Kelly D. Pfledderer, president, CEO Kelly D. Pfledderer	London Witte & Co. LLP Wooden & McLaughlin LLP The National Bank of Indianapolis Corp.	1999 12/31/08
<b>22</b>	<b>Premiere Credit of North America LLC</b> P.O. Box 19309, 46219 (317) 869-2621 / fax (317) 972-6567 / premierecredit.com	75%	\$11,369,772 \$15,053,620 \$19,842,628	121 196 284	6% to 10% \$350,000 individuals	debt collection for education, child support, tax and medical	Todd J. Wolfe, David A. Hoeft, co-founders ECMC Holdings LLC, David A. Hoeft, Todd J. Wolfe, Tina Mercer	Katz, Sapper & Miller LLP Barnes & Thornburg LLP Old National Bank	1999 12/31/08
<b>22</b>	<b>Reindeer Auto Relocation</b> 5100 Charles Court, Zionsville 46077 (317) 299-2878 / fax (317) 299-3099 / reindeerauto.com	75%	\$11,928,387 \$13,979,401 \$20,837,945	29 37 46	over 10% \$2,500 personal funds	auto relocation	Ritchie Shewmaker, principal, EVP; Brad Willy, GM; Tim Donnar, principal, CEO Tim Donnar, Ritchie Shewmaker	Chilton and Medley PLC James P. Reichert PC Salin Bank	1997 12/31/08
<b>25</b>	<b>Blue Arc Engineering LLC</b> 2155 Fields Blvd., Greenfield 46140 (317) 467-2583 / fax (317) 467-4701 / bluearceng.com	72%	\$1,679,433 \$1,991,385 \$2,888,572	13 16 20	DND \$150,000 branch company	equipment for the material handling industry	Jason Effing, DND Jason Effing	Katz Sapper & Miller LLP Krieg DeVault LLP The National Bank of Indianapolis Corp.	2003 12/31/08

DND=did not disclose  
EVP=executive vice president  
FCU=federal credit union  
FM=full-time equivalent  
GM=general manager  
HVAC=heating, ventilation and air-conditioning  
IT=information technology  
LLC=limited liability company  
LLP=limited liability partnership  
NA=national association  
PA=professional association  
PC=professional corporation  
PLC=professional law corporation

Some companies may have been omitted due to lack of information or deadline restrictions.

The Indianapolis Business Journal list of fastest-growing Indianapolis-area private companies is the most comprehensive one available. For copies of this list, go to www.IBJ.com and click on the "lists" link.

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Information provided by the individual companies.  
Top 25 lists are compiled each December in the Book of Lists.

\*independent, privately held corporations, proprietorships or partnerships with revenue in fiscal year 2006 of more than \$1 million and revenue increases each fiscal year from 2006-2008

CFO=chief financial officer  
CMO=chief marketing officer  
COO=chief operating officer  
CPA=certified public accountant  
d/b/a=doing business as