

# How they were ranked

Determining which of New Mexico's companies are the "fastest growing" wasn't easy. First of all, what does "fastest growing" really mean?

Is a startup company flush with venture capital and hiring like mad growing? Even if it's too young to have fully commercialized its product and achieved significant sales? Sure, but sales are ultimately critical to survival, so they have to be included if a company is going to have real sustainable growth.

What about a mature company, increasing its productivity and growing its sales at a rapid pace, but only having to add staff in small numbers — is it growing? Definitely, in fact some might even say that's the ultimate in terms of successful growth.

So, when considering the growth rate of a private company, we looked at both revenue and employment and measured each company's average growth in both areas over a three year period. But, since revenue is the ultimate goal, we double weighted it.

In other words, if a company had a 10 percent annual growth rate in revenues and a 5 percent annual growth rate in employment, the equation worked out like this:

$(10) \times (2) + 5 = 25$ . Then, 25 divided by 3 (years) gives a total score or growth rate of 8.33.

For public companies, the standards were different. First of all, a public company should have a history of positive net income. Positive revenue should not be an issue. Luckily, public com-

panies also have to report these and other financial results, so they're fairly easy to measure. In the case of a public company, whose duty it is to generate earnings for shareholders, we felt net income was more important than revenue and that employment growth was all but inconsequential to a company's success. So public companies were measured in terms of revenue and income growth, with income being double weighted in the equation.

Finally, we had to pick the top five companies in each group, those that we would hold out as the fastest growing among the large private, small private or public company categories.

To be listed as one of the five fastest growing companies on list, a company had to have its reported numbers audited. For this, we engaged the help of the accounting firm Moss Adams, formerly Neff & Ricci CPAs, which was interested enough in our project to graciously help sponsor it. You will notice some companies listed below their top five fastest growing peers and designated "CNBC." This means that, for some reason, a company's reported numbers could not be verified. It doesn't mean we think their numbers are false, but we wanted to make sure that those companies held out as the "fastest growing" were accurately measured.

We hope you will enjoy seeing who's growing in New Mexico's economy, and at what pace, and also, that you'll find the information as interesting to read as it was to put together.

## Fast Trackers - Small Companies\*

RANKED BY COMPOSITE GROWTH RATE\*

| Business name<br>Top local executive<br>Address  | Phone<br>Fax<br>Web site  | Gross revenues: |                |                | Employees (FTE)     |      |      | Composite growth rate | Brief company description | Year established in NM<br>NM offices |   |           |
|--|---|-----------------|----------------|----------------|---------------------|------|------|-----------------------|---------------------------|--------------------------------------|---|-----------|
|  |   | 2005            | 2004           | 2003           | Revenue growth rate | 2005 | 2004 |                       |                           |                                      | 2003  |           |
| <b>1 Lumidigm Inc.</b><br>Robert Harbour, president / CEO<br>800 Bradbury SE Suite 213, Albuquerque 87106  | 505-272-7084<br>Fax: 505-272-7354<br>lumidigm.com               | \$1.69 million  | \$1.98 million | \$142,641      | 638.09%             | 14   | 12   | 9                     | 25%                       | <b>433.73%</b>                       | venture capital firm; develops fingerprint sensors that work indoors and out, based on multispectral imaging                            | 2001<br>1 |
| <b>2 Premier GMAC</b><br>James Pitts, general manager<br>8206 Louisiana Blvd. NE, Albuquerque 87113  | 505-798-6300<br>Fax: 505-798-6301<br>gmacnm.com                 | \$4.5 million   | \$2.8 million  | \$471,507      | 277.27%             | 92   | 50   | 21                    | 111.05%                   | <b>221.86%</b>                       | full-service real estate company  | 2003<br>3 |
| <b>3 Affordable Solar Group LLC</b><br>D.D. Boone, business development manager<br>2501 Yale Blvd. SE, Albuquerque 87195   | 800-810-9939<br>Fax: 505-244-9222<br>affordable-solar.com       | \$7.4 million   | \$4.6 million  | \$1.36 million | 149.55%             | 19   | 6    | 3                     | 158.33%                   | <b>152.48%</b>                       | renewable energy (solar & wind) system integrator   | 1998<br>1 |
| <b>4 Premier Concrete</b><br>Kevin Chavez, owner / president<br>5820 Wilshire NE, Albuquerque 87113  | 505-798-1900<br>Fax: 505-798-1905<br>premierconcretenm.com      | \$10 million    | \$3.5 million  | \$1.8 million  | 164.97%             | 100  | 37   | 22                    | 119.23%                   | <b>121.74%</b>                       | residential and commercial concrete foundation and flatwork and specialty concrete  | 2005<br>1 |
| <b>5 Deep Web Technologies LLC</b><br>Abe Ledeman, president<br>301 N. Guadalupe Suite 201, Santa Fe 87501   | 505-820-0301<br>Fax: 505-983-7621<br>deepwebtech.com            | \$897,706       | \$507,244      | \$222,994      | 102.22%             | 8    | 7    | 2                     | 132.14%                   | <b>112.2%</b>                        | applications for gov't and commercial clients - real-time federated search, retrieval, aggregation, ranking, web crawling               | 2002<br>1 |
| <b>6 'Zia Engineering &amp; Environmental Consultants LLC - CNBC</b><br>Edward Martinez, president / principal<br>755 S. Telshor Blvd. Suite F-201, Las Cruces 88011 | 505-532-1526<br>Fax: 505-532-1587<br>ziaec.com                  | \$6.3 million   | \$1.6 million  | \$944,000      | 181.62%             | 75   | 26   | 18                    | 116.45%                   | <b>159.9%</b>                        | civil and environmental engineering; drainage analysis; stormwater management; water resources  | 2000<br>4 |
| <b>7 Marketing Solutions LLC</b><br>Laura Smigielski-Garcia, president<br>6201 Uptown Blvd. NE Suite 200, Albuquerque 87110  | 505-830-2224<br>Fax: 505-830-2771<br>none                       | \$2.22 million  | \$1.89 million | \$864,562      | 68.12%              | 5    | 1    | 1                     | 200%                      | <b>112.08%</b>                       | advertising, marketing and public relations firm  | 1991<br>1 |
| <b>8 PJ's Triumph Ducati</b><br>PJ LaMariana, owner<br>12910 Central Ave. SE, Albuquerque 87123  | 505-323-6700<br>Fax: 505-323-4335<br>pjstriumph.com             | \$3.2 million   | \$2 million    | \$750,000      | 113.33%             | 10   | 6    | 3                     | 83.33%                    | <b>103.33%</b>                       | motorcycle dealer, specializing in Triumph and Ducati motorcycles   | 2003<br>1 |
| <b>9 Kimble &amp; Associates</b><br>David Kimble, CEO<br>2439 Columbia Ave., Las Cruces 88012  | 505-382-3813<br>Fax: 505-992-3451<br>none                       | \$384,800       | \$129,640      | \$115,693      | 104.44%             | 2    | 1    | 1                     | 50%                       | <b>86.29%</b>                        | business services, marketing, lobbying, governmental relations  | 2001<br>2 |
| <b>10 Lee Michael Homes Inc.</b><br>Mike Knight, president<br>1540 Juan Tabo Blvd. NE Suite A, Albuquerque 87112   | 505-299-1500<br>Fax: 505-299-8189<br>leemichaelhomes.com        | \$9.8 million   | \$3 million    | \$3.2 million  | 110.21%             | 6    | 6    | 6                     | 0%                        | <b>73.47%</b>                        | custom green homebuilder, builds on its own developed lots or on buyer's lot  | 1992<br>1 |
| <b>11 Specialty Electric Inc.</b><br>Karen Goldberg, president<br>P.O. Box 3545, Albuquerque 87190   | 505-266-3365<br>Fax: 505-266-5078<br>none                       | \$1.15 million  | \$598,000      | \$366,000      | 77.6%               | 13   | 8    | 5                     | 61.25%                    | <b>72.15%</b>                        | electrical contractor - industrial, institutional, commercial and high-end residential, new construction, remodeling and design / build | 2001<br>1 |
| <b>12 K &amp; L Cleaning Specialists LLC</b><br>Lynette Shapiro, member<br>1455 Sunset Rd., Rio Rancho 87124   | 505-891-3052<br>Fax: 310-317-7853<br>none                       | \$285,000       | \$175,000      | \$120,000      | 54.35%              | 4    | 2    | 1                     | 100%                      | <b>69.56%</b>                        | commercial janitorial services; medical-financial-retail-manufacturing; floor and carpet care programs                                  | 1996<br>1 |
| <b>13 Spic n Span Inc.</b><br>Edwin Lopez, president<br>2501 Coors Blvd. SW, Albuquerque 87121   | 505-243-7521<br>Fax: 505-246-0941<br>spicnspancleaners.com      | \$600,000       | \$300,000      | \$200,000      | 75%                 | 42   | 32   | 18                    | 54.51%                    | <b>68.17%</b>                        | cleaning services and post-construction cleaning  | 1995<br>1 |
| <b>14 DTS</b><br>Richard Hoke, CEO<br>3813 Academy Pkwy. South NE, Albuquerque 87109   | 505-981-4470<br>Fax: 505-981-4483<br>dtsits.com                 | \$2.15 million  | \$941,272      | \$733,967      | 78.36%              | 27   | 20   | 16                    | 30%                       | <b>62.24%</b>                        | technology services company; provides infrastructure installation, maintenance, operational and technical services                      | 1999<br>1 |
| <b>15 Stolar Research Corp</b><br>Larry Stolarczyk, chief technical officer<br>848 Clayton Hwy., Raton 87740   | 505-445-3607<br>Fax: 505-445-9659<br>stolarresearch.com         | \$5.38 million  | \$3.05 million | \$2.08 million | 61.44%              | 38   | 25   | 16                    | 54.13%                    | <b>59%</b>                           | radio geophysics development and commercialization of devices for use in underground structures detection                               | 1983<br>1 |
| <b>16 Granite Transformations</b><br>Ken Lucas, owner<br>3540-B Pan American Frwy. NE, Albuquerque 87107   | 505-872-3600<br>Fax: 505-872-3602<br>granitetransformations.com | \$12.1 million  | \$1 million    | \$618,130      | 41.19%              | 15   | 8    | 4                     | 93.75%                    | <b>58.71%</b>                        | sales and installation of granite countertops that fit over existing countertops  | 2002<br>1 |
| <b>17 MSI</b><br>Lam Hunter, president<br>3801 Academy Pkwy. North NE, Albuquerque 87109   | 505-821-4740<br>Fax: 505-821-5210<br>m-s-i.com                  | \$3.3 million   | \$2.2 million  | \$1.2 million  | 66.67%              | 27   | 22   | 14                    | 39.94%                    | <b>57.76%</b>                        | engineering and manufacturing firm specializing in product realization - mechanical, electrical, software engineering                   | 1993<br>1 |
| <b>18 Advanced Network Management</b><br>John C. Kingsolver, president<br>901 Lambert Pl. NE Suite W, Albuquerque 87107-1659   | 505-888-8822<br>Fax: 505-888-9452<br>adnetman.com               | \$6 million     | \$3.5 million  | \$2 million    | 73.21%              | 22   | 18   | 14                    | 25.4%                     | <b>57.28%</b>                        | technology provider supporting networking, IP telephony, wireless LAN/WAN solutions   | 1994<br>1 |
| <b>19 Prime Electric Inc.</b><br>Dale Phagan, president<br>3312 Girard Blvd. N.E., Albuquerque 87107   | 505-856-9500<br>Fax: 505-856-9400<br>prime-electricusa.com      | \$11.35 million | \$5.80 million | \$4.47 million | 82.68%              | 90   | 55   | 45                    | 42.93%                    | <b>56.1%</b>                         | electrical contracting  | 1998<br>1 |
| <b>20 Mullen Heller Architecture PC</b><br>Michelle Mullen, president<br>1015 Tijeras Ave. NW Suite 220, Albuquerque 87102   | 505-268-4144<br>Fax: 505-268-4244<br>mullenheller.com           | \$704,118       | \$467,291      | \$267,417      | 62.71%              | 9    | 8    | 5                     | 36.25%                    | <b>53.89%</b>                        | architecture and planning firm  | 2001<br>1 |
| <b>21 Professional Techniques Inc.</b><br>Jason W. Lacy, president<br>6616 Gulton Ct. NE Suite 30, Albuquerque 87109   | 505-804-1181<br>Fax: 505-341-0701<br>none                       | \$630,644       | \$474,779      | \$293,500      | 47.3%               | 13   | 8    | 5                     | 61.25%                    | <b>51.95%</b>                        | commercial janitorial and property services   | 1991<br>1 |
| <b>22 HDR Engineering Inc.</b><br>Steve House, vice president<br>2155 Louisiana Blvd. Suite 9500, Albuquerque 87110  | 505-830-5400<br>Fax: 505-830-5454<br>hdnrc.com                  | \$8.8 million   | \$5.2 million  | \$4.5 million  | 42.39%              | 78   | 41   | 30                    | 63.46%                    | <b>49.41%</b>                        | architectural, engineering and consulting firm  | 1989<br>2 |
| <b>23 Acme Worldwide Enterprises Inc.</b><br>Randall Gurulé, president<br>1710 Randolph Ct. SE, Albuquerque 87106  | 505-243-0400<br>Fax: 505-243-0500<br>acme-worldwide.com         | \$6.61 million  | \$3.64 million | \$3.16 million | 48.34%              | 28   | 24   | 13                    | 50.64%                    | <b>49.11%</b>                        | specializes in design and manufacturing of all or any parts of a flight simulator   | 1994<br>1 |
| <b>24 AIC General Contractors</b><br>Paul Gaede, president<br>2703 Broadbent Pkwy. Suite G, Albuquerque 87107  | 505-343-1498<br>Fax: 505-343-1491<br>none                       | \$7 million     | \$6 million    | \$3 million    | 58.33%              | 17   | 13   | 10                    | 30.38%                    | <b>49.02%</b>                        | general contractor, providing commercial and residential construction management, design and consulting services                        | 2000<br>1 |
| <b>25 ADC Ltd.</b><br>Arthur D. Cordova, president<br>1927 San Mateo Blvd. NE, Albuquerque 87110   | 505-750-3181<br>Fax: 505-265-4876<br>none                       | \$12.74 million | \$8.62 million | \$5.21 million | 56.54%              | 160  | 120  | 100                   | 26.67%                    | <b>46.58%</b>                        | security - personnel and property, pre-employment, investigation  | NA<br>2   |