

FAST TRACK

2010

A Supplement to the San Antonio Business Journal

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FAST TRACK 2010

Companies around the nation have felt the effects of a lackluster economy, with many cutting jobs, freezing wages and reducing benefits.

While firms in Texas and San Antonio have not been immune to ill economic effects, many have been able to overcome the hurdles and prosper.

This week, we highlight some of those companies in our 2010 Fast Track publication.

Construction, financial services, health care and technology are just some of the industries represented in the Business Journal's annual listing of fast-growing companies in San Antonio.

In total, 27 businesses were identified as fast-growing via a survey tallied by certified public accounting firm Carneiro, Chumney & Co. LC.

To determine the winners, Carneiro, Chumney ranked the companies that responded to the survey by their percentage of revenue growth over a three-year period (2007-2009).

Those winners were then placed in revenue categories and published in this section.

Only those companies returning a questionnaire, and that met the criteria, were considered for ranking.

To qualify for the Fast Track listing, companies had to post overall growth over the fiscal 2007-2009 period; and be an independent, public or privately held corporation, proprietorship or partnership (not a subsidiary, affiliate or division) with headquarters in the San Antonio area, which includes Bexar, Comal, Guadalupe, Wilson and Kendall counties.

Financial information provided to Carneiro, Chumney & Co. LC was subject to revenue verification. To determine each company's compounded average percentage revenue growth, Carneiro, Chumney added the percentage revenue increase between fiscal 2007 and fiscal 2008 to the percentage revenue increase between fiscal 2008 and fiscal 2009 and divided the sum by two.

Each company's rank in category represents the company's position within the selected revenue range based on compounded average percentage revenue growth. Information that was not available is listed as N/A — not available or not applicable.

Notices inviting companies to submit a questionnaire were pub-

lished over several weeks in the Business Journal, both in the print edition and on its Web site.

The top 5

Topping the ranking of fast-growing companies this year is Endura Advisory Group, a commercial real estate services firm. Endura saw its revenues increase 234.87 percent over the 2007-2009 period.

The top 5, with their compounded revenue growth and revenue categories are:

1. Endura Advisory Group	234.87%
<i>(\$2 million/under \$14 million in gross revenue in fiscal 2009)</i>	
2. InGenesis Inc.	207.51%
<i>(\$15 million/under \$34 million in gross revenue in fiscal 2009)</i>	
3. MGR Personnel LLC	109.78%
<i>(Under \$2 million in gross revenue in fiscal 2009)</i>	
4. Evolvent Technologies Inc.	108.51%
<i>(\$35 million/under \$99 million in gross revenue in fiscal 2009)</i>	
5. NuStar Energy LP	103.61%
<i>(Over \$500 million in gross revenue in fiscal 2009)</i>	

All 27 companies will be recognized at an awards luncheon at Oak Hills Country Club on Friday, Aug. 20. For more information on that event, send an e-mail to the Business Journal's Dariela Trevino at dtrevino@bizjournals.com.

Companies interested in participating in our 2011 Fast Track publication should send an e-mail to Susan Saporito at ssaporito@bizjournals.com.

To produce a project of this magnitude requires the support of the business community. We appreciate the firms that took the time to respond to our call for entries and who provided the financial information necessary to compile our Fast Track listing.

Other key players in this project include the co-sponsors of Fast Track: Carneiro Chumney & Co. LC; Amegy Bank and SWBC; silver sponsor M.O.T. & Associates; and media sponsor 550 KTSA/ESPN 1250 The Zone.

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Under \$2 million in gross revenue in fiscal 2009 San Antonio's Fast-Track Companies

Fast-growing companies in the San Antonio area ranked by compounded average percentage revenue growth — fiscal 2007-2009

#1



MGR Personnel LLC
901 N.E. Loop
410, Suite 425
San Antonio, TX
78209
210-826-8000
www.mgrpersonnel.com

COURTESY OF MGR PERSONNEL LLC
Mark and Sayuki Goldman. Sayuki serves as VP/Administrative Manager.



Key to growth?

addressing our clients' specific needs. Rather than taking a 'cookie-cutter' approach to our services, we carefully try to determine the exact issue a client is looking to solve, and then customize a staffing or recruiting solution that addresses that specific need.



The greatest factor in our continued growth during these challenging economic times has been our attitude of flexibility and adaptability with regards to

Average compounded % revenue growth:
109.78

Employees (Fiscal Year)
2009 San Antonio / worldwide: 4 / 4
2008 San Antonio / worldwide: 3 / 3
2007 San Antonio / worldwide: 2 / 2

Senior Executive / Title:
Mark Goldman / President

Product or service: MGR Personnel provides permanent and temporary staffing for areas that include accounting/finance, information technologies, administrative, human resources and industrial operations management.

Assets (Fiscal Year)
2009: NA
2008: NA
2007: NA

Year founded: 2006

Fiscal year end (month): December



Please join us for a luncheon honoring the accomplishments of

San Antonio's Fastest Growing Companies

Friday, August 20, 2010
Oak Hills Country Club

11:30 a.m. Registration & Networking
12:00 noon Luncheon & Program

To make reservations, contact **Dariela Trevino** at 210-477-0855 or e-mail saevents@bizjournals.com. Please RSVP by 5 p.m. on Friday, August 13th.

Cost: \$60 per person

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#2
Texas Utility
Engineering Inc.
3617 Broadway, Suite 301
San Antonio, TX 78209
210-248-9031
www.tue-inc.com

Average compounded % revenue growth:
48.71

Senior Executive / Title:
David Evans / PE & President

Product or service: Texas Utility Engineering offers a complete review and analysis of pole distribution planning, make-ready engineering planning, OSP engineering, pole attachment applications as well as city and state permitting.

Year founded: 2006

Employees (Fiscal Year)

2009 San Antonio / worldwide: 11 / NA
2008 San Antonio / worldwide: 7 / NA
2007 San Antonio / worldwide: 5 / NA

Assets (Fiscal Year)

2009: \$222,306
2008: \$66,313
2007: \$40,529

Fiscal Year End (month): December

Q: Key to growth?

A: We employ highly skilled and very technologically savvy employees; we serve a utility based industry which tends to be more stable in troubled economies; we are diversified, serving both electric utilities as well as telecommunication companies. Last year, our revenue had split almost evenly between the two utility industries which has stabilized our financial position.



#4
Entrust Technology
Consulting Services
3601 Bluemel Road,
Suite 117
San Antonio, TX 78229
210-424-3827
www.entrustus.com

Average compounded % revenue growth:
13.47

Senior Executive / Title:
Mitchell R. Sowards / Consulting Services Manager

Product or service: Entrust provides information technology managed services for small to mid-sized businesses and offers full-service IT consulting

Year founded: 2006

Employees (Fiscal Year)

2009 San Antonio / worldwide: 14 / NA
2008 San Antonio / worldwide: 13 / NA
2007 San Antonio / worldwide: 9 / NA

Assets (Fiscal Year)

2009: NA
2008: NA
2007: NA

Fiscal Year End (month): December

Q: Key to growth?

A: Mostly by good fortune. We had staffed up in late 2008 just prior to the downturn. That might seem like a burden, but it allowed us to continue serving new clients without having to expand our staff any further. And we were already focusing on efficiency to be able to serve our customers better without additional staff. And we made some very significant investments in new technology to be more productive. So, those initiatives have helped us to weather the storm.



#3
Printer Solutions
12020 Warfield
San Antonio, TX 78216
210-344-0332
www.fixmyprinter.com

Average compounded % revenue growth:
27.86

Senior Executive / Title:
James Thomas / CEO

Product or service: Printer Solutions is in the business of providing strategic managed print services that optimize usage, minimize cost and provide reports for analysis and ongoing cost containment.

Year founded: 1999

Employees (Fiscal Year)

2009 San Antonio / worldwide: 13 / NA
2008 San Antonio / worldwide: 10 / NA
2007 San Antonio / worldwide: 9 / NA

Assets (Fiscal Year)

2009: NA
2008: NA
2007: NA

Fiscal Year End (month): December

Q: Key to growth?

A: We demonstrated to clients that our managed print service program called printVANTAGE was a key in identifying the hidden cost of document management and output. We have been able to successfully save clients up to 30% on their bottom line profits by implementing an MPS program. Businesses are always looking to save money regardless of the status of an economy, so we show them how.



#5
Scholz Klein & Friends
Enlightened Retirement
Group Inc.
8610 N. New Braunfels
#702
San Antonio, TX 78217
210-829-5600
www.Scholzklein.com

Average compounded % revenue growth:
10.80

Senior Executive / Title:
Jay Thomas Scholz / President

Product or service: Scholz Klein & Friends provides customized solutions to complex retirement plan design issues. Team members ensure that its clients' plans maintain their qualified status. Company officials say their professional approach is why business owners and industry leaders in the legal and accounting fields, as well as plan investment advisors turn to Scholz Klein with their retirement planning needs.

Year founded: 2003

Employees (Fiscal Year)

2009 San Antonio / worldwide: 12 / NA
2008 San Antonio / worldwide: 10 / NA
2007 San Antonio / worldwide: 8 / NA

Assets (Fiscal Year)

2009: NA
2008: NA
2007: NA

Fiscal Year End (month): December

Q: Key to growth?

A: Dedication to friendly accurate service.