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Biz Buzz: Six SLO firms make Inc. Magazine's fast-track list

Six San Luis Obispo County firms have been recognized by a national business publication as being among the fastest-growing companies in the United States.

New York-based Inc. Magazine— a publication with a paid circulation of 724,110 aimed at owners and managers of private companies — ranks businesses according to sales growth from 2004 to 2007 in its annual Inc. 500 and Inc. 5,000 lists.

The honored companies applied to be considered for the list.

"These are the most innovative, dynamic, fast-growing companies in the nation," Inc. Magazine editor Jane Berentson said in a statement.

The Inc. 500 ranks the first 500 companies of the Inc. 5,000's inventory, spokeswoman Sasha Berlin said. It also includes ventures such as the California-based

Jamba Juice, which originated in San Luis Obispo. The Inc. 500 appears in the magazine's September issue, while the 5,000 is online only, at www.inc.com.

Here are the local firms listed:

No. 332 — REC Solar in San Luis Obispo

Energy company REC Solar achieved an 869 percent sales growth since 2004. The firm is the only local company featured in the Inc. 500. REC's revenue in

2007 was \$49.8 million, up from \$5.1 million in 2004. The firm, founded in 1997, has 250 employees and specializes in grid-tied solar electric design and installation for residential and commercial markets. So far, the company has systems in California, Colorado, Hawaii, New Jersey and Oregon. It is also ranked as No. 13 in the Top 100 Energy Companies listing.

No. 840 — Mindbody in San Luis Obispo

The software firm, founded in 2001, showed a 425.7 percent revenue growth since 2004. Last year's numbers were \$3.5 million—up from \$674,477 in 2004. The business, listed as having 65 employees, is also ranked as No. 59 in the magazine's Top 100 Software Companies list. It develops Web-based business management software for the health and wellness industry.

No. 2,553 — Vose Technical Systems in San Luis Obispo

The company, listed in the government services industry with 140 employees, was founded in 2000 and shows a 143.4 percent boost since 2004. Described as "a defense contractor providing logistical support to Northrop Grumman and defense-related training to the U. S. Army, U. S. Marine Corps. and Department of Defense," the firm had \$10.3 million in revenues in 2004 and rose to \$4.2 million in 2004. It was also ranked No. 95 in the Top 100 Government Services Companies list.

No. 2,600 — United Staffing Associates in Pismo Beach

Categorized in the human resources industry with 60 employees, USA was founded in 2002 and serves the Central Coast and Las Vegas markets. It showed 140.7 percent growth since 2004, with \$14.1 million in total revenue in 2004 and \$34.0 million in 2007. The firm provides recruiting and staffing services, job safety training and consulting and human resources consulting, as well as payroll and benefits administration services.

No. 2,714 — Fleet Management Solutions in San Luis Obispo

Listed in the logistics industry with 26 employees, the firm provides satellite-based tracking and management solutions. It showed a 134.7 percent revenue spike since 2004 when it had \$1.3 million. In 2007, the company grew to \$3.1 million. The Inc. 5000 notes Fleet's customers include the Pentagon and the U. S. Department of Homeland Security. It's also listed as No. 32 in the Top 50 Logistics Companies.

No. 3,327 — Accessories Marketing in Grover Beach

A consumer products company with 58 employees, Accessories Marketing was founded in 1993 and enjoyed a 100.6 percent boost in revenue since 2004, when it had \$20.8 million. It hit \$41.8 million in revenue in 2007. The firm manufactures "Slime," —a neon-green tire sealant. Other products include accessories to prevent and fix flat tires. The magazine said the company recently struck a number of deals with American and Japanese automakers to replace spare tires in new cars with its kits, which helped the company grow.

—*Tonya Strickland*

Free training for software developers

The Central Coast Code Camp, a local technology organization, will host a free, two-day training event for developers from 9 a. m. to 5 p. m. Sept. 27-28, at the Embassy Suites, 333 Madonna Road, in San Luis Obispo.

Sessions will include peer discussion and speakers from various technologies. The group is also looking for speakers on all technology topics to present at the event. Sessions will be an hour long, with a 10 to 15 minute question- and-answer time at the end of the session.

To register, visit www.centralcoastcodecamp.com. To speak, register your sessions on the Web site by Sept. 20. For questions, call 540-5254, ext. 101.

—*Tonya Strickland*

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