

**INC. MAG. LIST**

## Ten area companies make Inc. Magazine's coveted list of rapidly growing firms



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WATERLOO, Iowa — Ten Cedar Valley companies were among 38 Iowa-based firms to land on Inc. Magazine's fifth annual 500/5000 Fastest Growing Company list.

The magazine ranked the top privately-held companies in the country based on three-year revenue figures, along with other factors.

Heading the list of local winners, at No. 386, was Waterloo-based information technology services-focused Visual Logic Group.

The 10-year old firm, headed by CEO Andy Van Fleet, was created in March 2011 by a merger of Darning Pixels and Visual Logic.

Visual Logic Group, which ranked 42nd in its field, had a three-year growth rate of 972 percent and 2011 revenue of \$3.4 million, compared to \$320,164 in 2008. The firm employs nine workers and added four positions in the last three years.

The company declined comment on its ranking.

Scott Stackhouse, on the other hand, exuded appreciation that his advertising and marketing firm, Cedar Falls-based EdgeCore, made the list at No. 973.

"We hung in there and were able to get over the hump and were able to work with some of the largest companies in the nation, and it has worked out," Stackhouse said.

EdgeCore, temporarily located at 1025 Technology Parkway while it awaits construction of a new 6,000-square-foot building in the Cedar Falls Industrial Park, reported 331 percent growth between 2008 and 2011. The company, founded in 2004, had revenue of \$6.2 million in 2011, compared to \$1.4 million in 2008. It employs 17 workers and added five new positions in the last three years. It ranked 101st in its industry.

"We're just happy to be on the list," said Stackhouse, whose largest client is Verizon Wireless.

"We work with national franchises, so we established a niche and stopped doing everything for everybody and it's paid off for us," Stackhouse said.

Others area companies in the top 5,000:

### **2,670 — Networking Solutions, Waterloo**

The 10-year-old IT company had 89 percent growth in three years. Its 2011 revenue was \$5.3 million, compared to \$2.8 million 2008. The firm has 26 employees, including nine positions added since 2008. It ranked 373rd in its field.

**3,985 — Short's Travel Management, Waterloo**

The logistics/transportation company, founded in 1946, reported 36 percent growth and 2011 revenue of \$154.2 million, compared to \$113.1 million in 2008. The company has 95 employees, including 11 positions added since 2008.

The company, which ranked 115th in its industry, assists business travelers.

**4,097 — Bergan Paulsen, Waterloo**

The financial services firm reported 33 percent growth and revenue of \$10.5 million in 2011, compared to \$7.8 million in 2008. The company, founded in 1987, employs 72 and has added nine positions since 2008. It ranked 206th in its industry.

Bergan Paulsen maintains a staff of CPAs and financial consultants who work with individuals and businesses in all industries. It recently was named one of The Courier's Employers of Choice.

**4,201 — Diedrichs & Associates**

The Cedar Falls engineering firm reported 2011 growth of 30 percent on \$3.9 million in revenue, compared to \$3 million in 2008. Nineteen of the company's 50 jobs have been created since 2008. The company, founded in 1982, ranked 53rd in its field.

**4,294 — Next Generation Wireless**

Another Courier Employer of Choice winner this year, Cedar Falls-based Next Generation Wireless, founded in 2001, reported three-year growth of 28 percent, with 2011 revenue of \$19 million, compared to \$14.8 million. The company has 81 employees and ranked 126th in its industry.

**4,518 — ME&V**

Cedar Falls-based advertising company ME&V reported three-year growth of 21 percent on 2011 revenue of \$9.9 million, compared to \$8.2 million in 2008.

ME&V, which employs 43 workers, ranked 387th in the field of advertising and marketing.

**4787 — DISTek Integration**

Cedar Falls-based software developer DISTek Integration reported 13 percent growth between 2008-2011, with 2011 revenue of \$8.3 million, compared to \$7.4 million three years earlier.

DISTek, also a Courier Employer of Choice this year, has 82 workers and added nine positions in the three-year period.

The company ranked 308th in its field.

"DISTek has been growing at various rates for the last 20 years and we only recently applied for this ranking," company president and founder Matt Dickinson said in a news release. "Looking back, this could have only happened with great people in the right positions."

**4,939 — Mudd Advertising**

Cedar Falls-based Mudd reported 7 percent growth, with 2011 revenue of \$49.7 million, compared to \$46.4 million in 2008. The advertising and marketing firm, which employs 221 workers, offers mobile, video, and digital advertising and other services. The company, founded in 1981, ranked 416th in its industry.

