



2019: \$1,370,645

2019: \$9,750,000

2019: \$1,087,000

2019: \$4,965,580

as well as smaller companies like law firms and other office spaces.

2019: \$27,862,470

2019: \$3,100,449

2019: \$67,218,572

Hollyday Med Spa + Aesthetics Growth: 225.34%

2019: \$4,490,990

2019: \$2,376,697

2019: \$1,947,114

2019: \$3,915,401

2019: \$51,663,126

2019: \$48,109,267

2019: \$224,933,000

2019: \$5,546,382

2019: \$1,884,701

2019: \$5,200,000

2019: \$44,263,075

2019: \$18,046,436

2019: \$18,856,773

Voepel Property Management Growth: 163.01%

2019: \$2,508,392

2019: \$3,561,719

2019: \$4,491,708

2019: \$20,000,000

2019: \$1,048,837

2019: \$46,508,015

2019: \$5,077,684

2019: \$9,400,000

2019: \$42,038,216

2019: \$7,209,229

2019: \$1,408,577

2019: \$3,060,603

Advertising, the firm focuses on small and mid-size business clients.

2019: \$342,000,000

2019: \$870,708,000

2019: \$30,704,909

2019: \$2,872,154

2019: \$31,861,777

High Prairie Landscape Group Growth: 117.68%

2019: \$3,230,789

2019: \$7,134,411

2019: \$1,029,917,000

2019: \$5,241,764

2019: \$6,392,892

2019: \$116,867,093

2019: \$41,341,941

2019: \$3,148,083

2019: \$1,406,596

2019: \$8,923,455

2019: \$1,782,829

2019: \$68,001,960

2019: \$6,900,000

2019: \$6,570,000

2019: \$6,666,000

2019: \$1,198,358

2019: \$772,504,414

2019: \$61,839,395

2019: \$3,955,649

2019: \$8,502,617

include IT training, along with support and business consulting services.

2019: \$1,108,910,032

2019: \$677,575,710

2019: \$192,000,000

2019: \$23,596,183

Weichert, Realtors Welch & Co. Growth: 86.00%

2019: \$7,080,750

2019: \$6,775,991

2019: \$1,750,000

2019: \$1,611,564

2019: \$69,752,789

2019: \$184,000,000

2019: \$68,200,000

2019: \$130,796,000

on all building types, from wood structures to steel, masonry, and concrete.

offers immigration and visa services, plus payroll support.

minor tenant improvement to full-building projects in the \$2 million range.

Custom Truck One Source

Kansas City Bier Co.

Good Energy Solutions

"always open to change, but never forgetting of our roots,"

Managed Energy Systems Gross Revenue: 2019: \$2,706,976

2011 baseline revenues of just over \$75 million.

offers Web development, data warehousing, ERP guidance and quality assurance.

Agforce Transport Services

technology to help people put personal custom touches on their vision of the American Dream.

2016: \$394,836

out on his own in 2015, and says he found a formula for growth by drawing on the mentorship he received earlier in his career, then translating it into a highly customized and advanced suite of digital services.

Growth: 241.13%

2016: \$2,858,175

From the company's home base in Overland Park, HYR and its staff of 90 reach across the U.S., Canada and India with software development and IT services. The core of the business is assisting clients with cloud-migration needs, with service lines that include full-stack development, digital transformation, cloud consulting, mobile development, and data analytics, among others. CEO Raj Yampati attributes strong growth in recent years to new products and services.

Growth: 238.39%

A certified minority/woman-owned business EDZ Systems works primarily with law firms, corporate legal departments, government agencies and commercial businesses, providing staffing, consulting and systems-integration services. CEO Elizabeth DeZeeuw says introduction of EDZ's Intelligent Resources Management System was the spark that lit the fast-growth fire for the Overland Park firm. That platform helps companies leverage resources, maximize efficiencies and improve time management and financial reporting.

Growth: 236.81%

2016: \$1,474,302

The company's description says everything you need to know about where its design services can be applied, with designed "life spaces where people live, work, play, heal, learn and worship." Over the years, it has had a hand in designing workplaces for some of the region's best-known brands, from Sprint to MRIGlobal, Farmland Industries and Hoescht Marion Roussel,

Growth: 236.50%

This Downtown Kansas City-based home builder has found its sweet spot for mid-range residential construction in the range between \$290,000 and \$500,000, building homes in seven developments ringing the area, in Lee's Summit, Olathe and Lenexa. With eight floor plans ranging from 1,688 to 4,579 square feet in the appropriately named Opus model, Inspired Homes leverages

Growth: 234.72%

saging, in-house activation and performance marketing. It offers a robust suite of services that touch on every aspect of corporate and strategic communications and strategy—from market intelligence to logo creation, web content and sales collateral, SEO and social media, team workshops and workflow consultation, among others.

Growth: 234.25%

2016: \$20,110,000

2016: \$1,380,392

There's more to looking good than what you see on the outside. That inside-out approach to wellness is at the center of what Holly Post and her team of health professionals and aesthetics experts do at this Waldo-area rejuvenation clinic. They offer basic and advanced skin care, injectable and body-care services, including non-surgical body sculpting. Success there, Post says,

Growth: 223.06%

Growth: 220.06%

Prineta, based in Overland Park, is a payment-solutions company that provides full-service ATM placements and payment services for businesses across the U.S. and Canada. It quickly evolved into that model after initially launching as a payment-processing service in 2009, and now has ATM contracts with many big-names. While the focus has shifted, Prineta retains some of its role as an independent sales agent for multiple payment processors, including high-volume merchants and pay-at-the pump for unbranded gas stations.

Growth: 216.91%

Founded by Tom Proebstle, who serves as design director, Generator Studio is a full-service architecture and interior design firm that specializes in high-end residential, hospitality, not-for-profit, corporate office and sports venues. Its portfolio of work includes far-flung venues like the locker room for the Brooklyn Nets of the NBA and the NHL Seattle Ice Center, and close-to-home projects like the renovation of the historic Kansas City Star building into a mixed-use Downtown development and the tennis pavilion at the Carriage Club.

Growth: 213.83%

2016: \$16,461,908

This Kansas City company specializing in commercial and residential roofing, sheet metal, solar and general construction now operates in more than 20 states, with offices in Iowa, Florida and Colorado, and another coming on-line in Wichita. "We have grown by providing our client's multiple synergistic capabilities to build part, or virtually all, of the entire building envelope," says owner Jonathan Schilling. The solar division launched in 2019 is also a growth diver, as is its expanding footprint with government and military contracts.

Growth: 211.19%

2016: \$15,460,000

A refrigerated truck hauling produce from Point A to B runs at 50 percent efficiency if it's empty on the return trip. Jimmy Connell, building on the produce-shipping strengths of the company his father founded, launched Unlimited Logistics in 2008, tapped into the Midwest's rich protein supply chain to haul beef, pork and poultry, along with nursery items, to help carriers fill out their round-trip schedules. The Stilwell company also arranges dry, flatbed and parcel loads.

Growth: 210.36%

2016: \$72,476,000

organic growth, select acquisitions and new market development, along with improved profitability, efficiency and high-level talent.

Growth: 202.54%

With a global pandemic inspiring second thoughts about workplace design, Facility Systems Work Environments + Design seems poised to ride a growth rocket into the coming years. The family-owned company based in Overland Park designs, builds, furnishes and supports corporate office spaces. Interior design—everything from window treatments to telescoping glass walls—and space planning are two primary service lines. Recent growth followed the addition of an architectural products division.

Growth: 196.52%

Seasoned professionals at e2E provide business-management strategies and services to assist companies on the path from entrepreneur to Enterprise. The firm offers services in budgeting, accounting, HR, payroll, tax and marketing, allows widget-makers to focus on a better widget. Growth, the company says, "can be attributed to three main factors: talented staff, great client service and a strong partner network. Nearly 100 percent of e2E's new clients have come from referrals through connections with management, staff, clients or network partners.

Growth: 193.59%

Banking another strong year coming off a Top 10 CR100 finish in 2019, Nickle & Suede is the entrepreneurial dream of Kilee Nickels, come to life. The company carved out its niche by offering leather earrings in its own signature tear-drop shape, and has grown the product line to include hats, sweatshirts and T-shirts, plus art prints, candles and more. The big and bold earrings make a statement, Nickels says, and inspire confidence in the women who wear them. Growth followed, she says, because "courage is contagious."

Growth: 181.09%

2016: \$15,747,003

Growth: 176.67%

For Firelake Construction owner and CEO Jackie Foley, you can't spell "growth" without T-E-A-M. "Firelake prides itself on building a great team, and we believe our people are our greatest asset," says Foley. The Lenexa general contractor, which specialties in security-system solutions and IT settings, places a high value on empowering its people for success. "We invest in our business and we are selective in the projects we bid," Foley says. "Quality and safety are king."

Growth: 164.47%

interior trim carpentry, and one for traffic-control systems—you no doubt drive past their orange-and-white road-work signage around the region. Growth, she says, followed after the company added extra services to assist customers. Along with that, she says, "we have great people who work at IBC."

2016: \$953,740

This residential property management company, specializing in single-family and multi-family properties in the greater Kansas City metropolitan area, assists landlords with marketing, leasing, tenant selection/screening, maintenance, and renovations. Key development projects that led to growth, says Brent Voepel, include an in-house maintenance/renovations team, allowing the firm to expand operations with a physical office on the UMKC campus and a 6,000 square-foot maintenance facility in Raytown.

Growth: 159.06%

The bane of homeowners everywhere: a collection of brush that seems to yield more branches every year, or bags of lawn clippings that accumulate every week or two for half the year. That's where Compost Connection steps in, now with 52-week collection service and three different plans depending on your yard-waste volumes. The company has the contract with the city of Kansas City to conduct the semi-annual lawn and leaf pickup program.

Growth: 152.85%

services for hotels, casinos, retail stores, offices and education/health facilities. It also provides consulting services to help entrepreneurs with concept development, staff recruitment and logistics solutions. The latter includes custom transportation and ware-

Growth: 146.91%

in all project sizes, across the full gamut of venues: commercial, industrial, residential and data/communications, with design-build services as well. Growth over the past three years, says President Jeff Stoneburner, can be traced directly to an increase in management and estimating staff, which created more opportunities for successful bid results.

Growth: 145.48%

When she founded Assel Grant Services in 2007, Julie Assel drew on years of experience as a grant-writer to envision a company that would help non-profits maximize their grant-seeking opportunities. Today, the company boasts the nation's largest collection of certified grant professionals under one roof, securing a combined \$182 million in grants since its founding for non-profits work-

Growth: 143.17%

2016: \$19,126,051

a five-state area from its home in south Kansas City. Founded in 1971 as a specialist installing and servicing commercial electrical systems, it has expanded into data and communications contracting, with clients in health-care, manufacturing and office settings, plus installation of utility-system components and renewable energy systems.

Growth: 142.14%

2016: \$2,097,012

Adidas, Black & Veatch, Lockton—with clients of that size and influence in their respective sectors, the folks at Crema had certainly made an impression. The Crossroads-based agency helps companies wring the most out of their digital dollar with services like software and app development, web design, and instructional workshops, all aimed at helping companies create a culture that values its on-line potential and understands the true ROI of integrated software.

Growth: 141.03%

2016: \$3,900,000

Small but versatile, Columbia Construction in Spring Hill works in commercial as well as residential settings, with single-family, multifamily and remodeling capabilities. Founded by Joe Grossman in 2007—just before the broader construction industry started tanking—Columbia operates with separate divisions that focus on interior finish, roofing and concrete. The company's growth stems in part from the personalized customer service and an average of more than 23 years of industry experience from is senior staff.

Growth: 138.41%

2016: \$17,632,547

company culture in 2015, pushing authority and responsibility down the organization. Result? A meritocracy where the best people deserve to be surrounded by the best. That, the company says, led to recruitment of top talent. And, by extension, led to growth

Growth: 137.32%

Things have been looking up for Hepacart, and in a world of heightened awareness about environmental and infection control, the future is promising. The Lenexa company designs and produces equipment used by hospitals to control dust and reduce the spread of infectious disease. Expansion into overseas markets and new product development have been the keys to growth there, says President Mark Farnsworth, who notes that "the demand for infection prevention has been a large contributing factor."

Growth: 136.20%

Growth: 135.87%

services such as human resources, payroll, employee benefits and workers' compensation administration. Under Erica Brune, who serves as president, and CEO Chuck Gragg, who learned a few things about rapid growth during the ascent of Gragg

Growth: 133.97%

Growth: 132.34%

2016: \$147,200,000

Back in 2016, it was Mediware Information Systems, and the company was big. But by 2019, flying the Wellsky flag as its brand, it was a lot bigger. That's tough to do with nine-figure revenues, but Bill Miller's team at Wellsky continues to knock it out of the park. The Overland Park firm provides IT solutions and services across a spectrum of health care, including medical centers and clients in home health, hospice, blood-management and other niches. More than 10,000 clients around the world turn to Wellsky for their IT needs.

Growth: 128.60%

Hard to imagine now, but there was a time when KBP Foods wasn't a growth monster in fast-food dining. Founded in 1999 with five restaurant locations, it now has nearly 800 KFC, Taco Bell, Pizza Hut and Long John Silver's units nationwide, pushing it to the threshold of \$1 billion in revenues. That's a long way from the company that debuted in the CR100 nearly a decade ago with

Growth: 125.74%

2016: \$13,602,160

Consider this: When this wholesale B2B company was founded in 1869, there were no TVs, radios, mobile devices, electronic surveillance systems, no Roku, Android or iPad—or about anything else we take for granted today. Yet more than 140 years later, Pioneer Music plays on, embracing new technologies related to all things sound. As the company declares on its Web site, it is

Growth: 124.39%

As with so many successful entrepreneurial ventures, especially those grounded in family, Prairie Elder Care was conceived as a matter of need. Sisters-in-law Mandy Shoemaker and Michala Gibson saw a need for better elder care, specific to those afflicted with dementia, In 2014, the former educator (Shoemaker) and nurse (Gibson) launched the company to address what they saw as a gap in care for those patients. The company's success attests to the numbers of cases where other families are dealing with the same issues.

Growth: 119.37%

2016: \$14,524,541

Universal Auto Plaza thrive as an independent dealer selling used vehicles from its Blue Springs base. The goal, says the company, is simple: helping consumers buy a great product at a fair price. That means understanding that consumers are more knowledgeable, have better research tools available, and are looking for the kinds of deals they can find only with fully reconditioned vehicles.

2016: \$1,484,217

Robyn Schmitz wrote the book on outdoor living. This is a literal statement: Her "Outdoor Living: A Guide to Design, Construction & Budgeting" was published two years ago, a manifesto, if you will of doing landscaping and outdoor living spaces the right way. She founded High Prairie Landscape in 2010, frustrated by what she saw as a lack of ethics—specifically, excessive corner-cutting by area landscapers—and the company specializes in patios, fire pits/fireplaces, retaining walls, outdoor kitchens, water usage and other amenities.

Growth: 117.10%

Their husbands' work brought Lina Dickinson and Melanie Bolin to the Kansas City area, far from the shores that offered them inspiration and solace. They bridged that distance by launching Mer-Sea with a series of fragrances that recalled the coastal experience, and have expanded on that with clothing, beachwear, accessories and beauty products that build on an oceanic theme

Growth: 115.97%

2016: \$476,888,000

in 2019, riding a national reach that helps construction and transportation companies (along with those in oil/gas, forestry and rail services) secure the heavy-duty equipment they need to succeed. With more than 3,000 units in its product lines, it offers a huge range of machinery and trucks from 26 locations across the U.S. and Canada, along with parts, service and support.

Growth: 115.72%

Craft beer production in the U.S. has more than doubled in the past decade, and helping slake that thirst for beer aficionados in this market is Kansas City Bier Co., a wholesale brewery distributing its products in the two-state area, but perhaps better-known for its Waldo home featuring a German-style tasting room and Biergarten. Growth has come, the owners say, by filling a market

Growth: 113.45%

2016: \$2,994,993

Among other accolades, the company was named the Small Business Development Center's Kansas Business of the Year in 2019. **Growth: 112.86%**

2016: \$54,902,100

philosophy "that enables us to take on the trusted adviser role to provide an all-encompassing solution for our clients IT needs."

Growth: 111.99%

2016: \$19,502,038

Change, says Scott DeNeve, is good, and he ought to know: The residential realty firm he founded 15 years ago is changing the dynamic on agent compensation, with nearly 2,000 agents now assisting sellers and buyers. "There is still a part of me that enjoys being the underdog," says DeNeve. "I think that's what I like the most about expanding the company into new markets:

Growth: 111.44%

Umzuzu is a Zulu word, and it means "moment." Indeed, for the team at this IT-services company, we are living in a transformative moment where digital information is changing the world, especially the world of commerce and industry, much as electrification did 150 years ago. The company has been thriving by delivering on the proposition it says, "that it is less expensive for a business of any size to consume technology services from a specialized provider than it is to purchase, install, support and upgrade legacy on-premises software products."

Growth: 109.69%

David and Holly Brucker will tell you, forming a business in the middle of the greatest recession in recent history and in an industry that has no barrier-to-entry might have seemed foolish. But they believed that need, desire and hard work could formulate success. A decade after their they began their family business offers lawn, landscape, irrigation and drainage solutions for more than 2,500 municipal, commercial and residential clients looking for landscape construction and improvement and maintenance services.

Growth: 109.52%

Corporate Report 100 house party for a third straight year, riding the crest of a pre-COVID wave that lifted many a realty boat in 2019. Its part of the national Re/Max network that started with a single office in Denver in 1973, which grew to become one of the world's largest real-estate franchisors.

Growth: 106.24%

Growth: 105.69%

2016: \$33,059,911

service, then aligning with the Kia and Mitsubishi brands and adding locations in St. Louis and Des Moines, all combined to drive growth.

Growth: 105.38%

This risk-management company specializes in insurance products covering commercial and personal property and casualty, surety, and employee benefits. Amazing employees helping amazing clients solve complicated problems, says the firm. Cornerstone's employees, clients, and centers of influence are the reason for its continued success. We truly have great people all working very hard for a common initiative. Providing positive problem solving solutions to help each other achieve our respective goals.

Growth: 102.73%

Growth: 100.10%

2016: \$7,158,508

Language Services thrives. Investment in people and technology, says CEO Marco Assis, has increased capabilities: more than 4,000 interpreters can translate in 250 languages for over-the-phone interpreting, or 125 languages for translation services, and 40 languages for on-site interpreting. "We are becoming a technology-first company that focuses on the people living and working in our communities."

Growth: 100.08%

2016: \$3,331,710

Growth: 94.20%

managers, and business owners recover from stressful situations—fires, water damage, problem mold in the walls, or even a hoarding situation. Owner Stephanie Sage says that, "seven days a week, 24 hours a day, we are ready to go on-site for extreme remediation

Growth: 94.02%

2016: \$398,167,176

At some point, you figure the baseline becomes too large to support monster growth. Midway Ford has not reached that point. The full-line truck dealership, selling new Ford, Western Star, Autocar and Fuso trucks, also thrives by providing parts and high volume but exceptional service out of its Kansas City location. Employee-owned Midway has earned Ford's President Award for

Growth: 91.65%

2016: \$32,267,664

Growth: 90.88%

2016: \$2,072,356

menu reads: Reliable. Responsible. Reasonable. And you don't have to pick two, the company promises to deliver on all three. Based in Lee's Summit, this general contractors specializes in clinic-type settings for medical and dental practices, ranging from

Growth: 88.81%

2016: \$4,503,300

Growth: 88.21%

2016: \$589,177,525

erhouse in water infrastructure projects, such as treatment plants and systems for water supply, reclamation, pollution control and other functions. Its clients run the gamut from federal, state and local governments to industrial giants and private owners. Founded by Charles Garney in 1961, it became 100 percent employee-owned in 1995.

Growth: 88.21%

2016: \$360,012,142

residential garage doors and openers. Organic growth and acquisitions over the years now have D.H. Pace operating in more than 50 cities in at least 20 states. Last year alone, its sales increased by \$127 million—23 percent—as it added roughly 500 net new jobs.

Growth: 87.88%

2016: \$102,192,605

Celebrating 50 years in business since Fran Henderson first opened the doors, Lenexa-based Henderson Engineers is a national design firm with offices in 10 other cities, including major metro areas like New York, Philadelphia, Los Angeles, Dallas, Phoenix and Bentonville. Wait—Bentonville? Arkansas? You bet. The home of Walmart is a natural fit for a firm that helped develop the combined grocery-department store model that made it the world's largest retailer.

Growth: 86.37%

2016: \$12,660,981

temporary IT talent for corporate clients nationwide, operating from its Kansas City and the Minneapolis area. The company also

2016: \$3,806,925

In a booming housing market like Kansas City saw throughout 2019, a lot of realty companies did quite well. Only a comparative handful, though, earned their way onto this list. For Weichert, Realtors Welch & Co., the path to CR100 was paved with customer service, finding buyers for new homes, wedding buyers and sellers of existing homes, or dealing with land acquisitions, land planning and other realty services. Volume, as well, helped, with more than 3,700 home sites to meet the needs of just about any buyer.

Growth: 84.26%

2016: \$3,677,320

Growth: 84.21%

Structural engineering and infrastructure design constitute the wheelhouse for this Lee's Summit company founded in 1986. Its team works on buildings, bridges, and infrastructure, and has produced additional growth with the addition of construction services, including special inspections and material testing that yield additional quality control on various projects. They work

Growth: 82.85%

Growth: 82.17%

2016: \$38,289,545

clients and non-profits strengthen their brand by mining customer data, then delivering insights into those behaviors, to create

Growth: 80.57%

2016: \$101,900,000

One of Kansas City's shining examples of entrepreneurial hope wedded to the American Dream, Faruk Capan turned digital marketing in the pharmaceutical space into a regional powerhouse after founding the company on his own in 1999. During this ranking period,

Intouch Solutions reorganized into a network of enterprises that includes a full-service creative agency, a joint venture global agency with Healthware International, a full-service media agency, a technology and production services hub, and a full-service analytics practice.

Growth: 78.72%

2016: \$38,161,300

Growth: 77.99%

2016: \$73,484,000

Recalling the tortoise and the hare, Spencer Fane crosses the finish line at No. 100, making the fast-growth list for the first time in its 141-year history. We just knew it was a matter of time before Spencer Fane would make the CR100. The firm began with a pair of law-yers who relocated to Kansas City from Osceola in 1879, and throughout its history has wielded its legal might as a full-service business law firm to represent management exclusively. It has 19 offices in nine states, including Colorado, Texas, Nevada, Arizona and Florida.

1st Year Most of us don't have to worry about were to put a thousand pallets, or more, at any one time when space is running tight. For those who do, Wagner Logistics operates in 14 locations nationwide, with properties that include 12 warehouses in eight states, and offering shipping and storage services with contract warehousing, local and nationwide transportation, and fulfillment centers that allow shippers to reach 80 percent of the nation's consumers within two days. Founded in 1946, the company is based in North Kansas City.

2016: \$881.348

3rd Year Don't let the name conjure up limited images of what they do here; KC Blueprint & Planroom is fully digital, expanding on its roots in printed construction documents. From business cards and stationery on the small end to large-format digital printing in black and white or full color, this North Kansas City enterprise serves clients as a certified WBE/DBE company in both

15th Year Digital marketing and analytics gave the former Digital Evolution Group entrée into an emerging market in the 1990s, and today, as a local headquartered subsidiary of Isobar, the growth beat goes on for the Overland Park firm. The company helps corporate

2016: \$950,000

This Kansas Citv. Kan.-based IT solutions provider has frequently flirted with CR100 status, a sign of steady, measured growth, and returns 13 years after its first appearance. Its managed IT services help corporate clients avoid those bills for after-hours support, hardware installation, software updates, and myriad special projects that detract from an executive's focus on day-to-day business needs. It offers 24/7 monitoring, remote support and maintenance programs designed to head off problems before they become problems.

1st Year Revenues approaching \$2 million a month are a long way from the early days of Triple Computer Technical Services, which started in the studio apartment of co-founder Matt Sharples. That was in 1994. A quarter-century later, he and his team at Tricom provide

4th Year Nobody will accuse the designers at Dimensional Innovations of failure to think big. Tucker Trotter has assembled a team of sky's-the-limit visionaries who craft some of the most engaging fan experiences for people who visit sports venues, museums, libraries and gathering places that attract large audiences. Those skills have made the Merriam firm a hot commodity among pro and college sports teams (including the Royals Hall of Fame), companies (including Dairy Farmers of America), organizations (like the Big 10 Conference headquarters).

1st Year The standing joke in construction is that you can have a project fast, cheap or good—pick any two. At KC Constructors, the

4th Year Being in the IT sector, Kiran Chelluri can appreciate Moore's Law regarding the doubling of computer processing power every 18 months. The Chelluri Corollary to that dictum addresses revenue, not chip capacity. The Olathe firm has demonstrated a relentless but consistent growth since it debuted here in 2016, steadily increasing revenues through its suite of services that

8th Year One of two Kansas City companies to cross the billion-dollar revenue threshold this year, Garney Construction is a national pow-

4th Year It's hard to imagine a company's purpose boiled down to three words more effectively: "We're everything doors," says Rex Newcomer, CEO at D.H. Pace. The Olathe-based company specializes in commercial and industrial sectional doors and access systems, plus

2016: \$617,073 $2^{nd} Year \quad Founded in 2010, Sage \ Restoration is a woman-owned \ and \ entrepreneurially \ led \ business \ that \ is \ dedicated \ to \ helping \ families, \ property$

2016: \$3,240,728

1st Year Michelle Jacobs and Matt Hertig founded Alight Analytics in 2007, and their goal was simple: Help others in similar roles manage a universe of data that can inform better marketing decisions. They developed ChannelMix, a data management platform designed for marketers by marketers, helping them corral data from on- and off-line sources, social sites, search and display sources, They offer services in lead generation, eCommerce analytics, paid media, search marketing, social engagement, Web-site performance and analytics.

8th Year In an increasingly connected world of commerce—and in a nation with increasing presence of languages other than English—Propio

Wellington helps build brands. It's that simple. It does that by organizing and executing events, incentive and gift programs, strategic meetings, marketing campaigns and other functions that go beyond brand-building to strengthen communities, too. Its services include marketing, logistics, virtual meetings, gifts, association management, content production and event execution, and the client roster includes global brands like Ford, Lexus, Toyota, Nissan and General Electric.

projects." An increase in insurance industry claims and commercial work, she says, were prime growth factors since 2016.

the past 19 years, and is a 25-time winner of the vehicle-maker's Top 100 Award for sales volume.

2016: \$3,359,576

2016: \$864,433

If you haven't brushed up on your Gaelic lately, Seastnan means "bodyguard," and that's precisely what this Kansas City medical-services company founded by Olivia Fisher aims to do for their clients. The Seastnan team works with physicians at 14 area hospitals—neurosurgeons, orthopedic and vascular surgeons, and hospital staff—to provide neurodiagnostic services

An energy trader who worked nights, Dan Oakes founded Oakes Auto as a one-man show in 2010, focused on quick turnover, and expanded his high-volume model each year (leaving the energy job behind in 2013). Without a major vehicle brand affiliation or a high-visibility location, he used strategic digital marketing to build a customer base. Relocating from Merriam to Kansas City, Kan., and adding parts and locations in the literature of the proof of the proof

2016: \$4,259,012

3rd Year With more than 120 affiliated agents available to serve home buyers and sellers, Re/Max Heritage of Blue Springs crashes the

2016: \$670,791

2016: \$1,488,853

We get to be the underdog. The competition doesn't like us because we represent change, and we don't mind the fight."

2nd Year A full-service energy partner offering comprehensive consulting and services in electrical, renewable energy, energy efficiency and energy management in the central US region, Good Energy Solutions was founded in 2007. Growth in the past four years, says Shana Good, has come from a laser focus on customer service for projects small and large, in both residential and commercial properties.

The brand that evolved out of Technology Group Solutions represents a certified minority and woman-owned full-service IT integrator. Founder Lenora Payne now leads one of the region's larger private companies, offering data-center hardware, software, security platform and end-user devices for the private and public sectors. Payne pegs the growth there to a customer-centric

2016: \$2,429,845

1st Year One of the Kansas City region's newest billion-dollar companies, Custom Truck One Source crossed that prestigious revenue line

because, they say, "the sea, to us, represents a place to play, unwind, recharge, and chase adventure."

niche left untapped by major brewers: high-quality, authentic German-style beer, especially lager varieties.

2016: \$3,286,167

3rd Year People who grasp the value proposition of a new car—and how it changes the moment you leave the dealer's lot—have helped

2016: \$1,279,988

2016: \$380,887,909

2016: \$1,156,991 Vlad Kaufman's value proposition for manufacturers and clients isn't merely the prospect of a lower energy bill: It's a guaranteed savings. As part of its consulting work with corporations, the Overland Park company reviews utility bills for hidden savings, seeks out energy incentives for them, and installs energy-efficient equipment with quick returns. The client roster includes some big names in construction and energy-hungry fields, including Superior Bowen, Geiger Ready Mix, Sioux Chief, Herzog Enterprises and Hilton Hotels & Resorts.

2016: \$1,297,584 1st Year Flourishing in Kansas City's River Market area, Lever1 is a professional employer organization that offers outsourced business

2016: \$596,356

1st Year This design-build residential landscape construction company crafts high-end outdoor living spaces—think landscaping, patios, fire pits, seat walls, retaining walls, drainage solutions, lighting, and the whole nine yards. Growth has come from a key differentiator: the company does most of the work itself, rather than relying on subcontractors. And it hasn't hurt, officials say, to have on-boarded key talent from competitors in late 2018. The staffing additions included a vice president of sales and new skilled production positions.

2016: \$3,037,777

2nd Year A full-service environmental consulting and industrial-services firm, EWI is led by a management team that implemented a new

and expansion from two to 10 locations over the past four years and growth from 85 employees to 250 today.

2nd Year Fast growth isn't normally a dynamic for companies about to celebrate 50 years in business, but Staco Electric is on the march in

2016: \$427,255

2016: \$8,100,000

2016: \$1,776,418

3rd Year Leap Hospitality, founded in 2006, serves clients in that space, primarily restaurants and bars, but also offering products and

house solutions for customers around the world, tapping into a network of 1,000 tractor trailers and straight trucks.

 $2^{nd}\ Year\quad Based\ in\ Shawnee,\ CityWide\ Electric\ is\ a\ full-service\ electrical\ contractor\ celebrating\ 20\ years\ of\ providing\ start-to-finish\ solutions$

ing on children's causes, visual and performing arts, health care, education, social services and more.

2016: \$1,374,889

2016: \$7,130,022

4th Year Brandy McCombs just keeps feeding fuel into the growth engine at IBC, which thrives on two distinct operating units, one for

2016: \$6,522,673

1st Year Founded in 1974, this St. Joseph-based company makes its mark with buildings that serve the bioscience, commercial, health care, industrial and non-profit sectors. A design-build general contractor, it works primarily with pre-engineered metal building systems as well as conventional and specialty construction. One of the reasons for the long-term success, officials say, is the staff longevity:

many have between 20 and 30 years of experience in construction estimating, management, and project development.

2016: \$1,771,194

2016: \$635,613

2016: \$1,833,291

7th Year Founded in 2007 at the onset of a deep recession, this Leawood-based bank has simply thrived by embracing the foundations of meaningful banking—service and trust. "We recruit only the best bankers and invest in their strengths," says Chairman Mike Maddox. That has yielded a multi-state powerhouse with a combined \$5 billion in assets, with more to come. Ahead, says Maddox, will be more

2016: \$1,235,483

2016: \$735,675 1st Year For nearly 20 years, Global Soft Systems has helped clients apply technology solutions to common business problems like cost control, ensuring system stability, and improving efficiency. Founder Gopal Aedma and his team serve both Fortune 1000 companies and fast growing mid-sized companies across a variety of industry segments. Among its services, the firm based in Overland Park

2016: \$926,295

2nd Year Bringing together a team of consultants, strategists and creatives, Native Digital assists clients with brand strategy, creative mes-

One of the fastest-growing third-party logistics providers in the nation, Agforce Transport Services says growth flows from its commitment to "building lasting partnerships based on transparent, responsive communication, industry expertise and a relentless drive to create the best possible customer journey." The company delivers flexible, adaptive solutions to complex supply chains, suppliers, partners and end users. "We're not one of the super-sized logistics providers, and that's a good thing," says CEO Michael Preisinger.

comes from top-tier professionals using the best products, techniques and machines in the business.

2016: \$8,280,099

2016: \$321,228

2nd Year Whether its for search-engine optimization, paid search advertising, content or Web site development, this full-service digital marketing agency flexes between B2B, B2C or white-label client services. Kevin Pike used his prior experience in the field to set

Full-time employees: 6

Full-time employees: 90

Full-time employees: 35

Full-time employees: 29

Full-time employees: 21

Full-time employees: 24

Full-time employees: 74

Full-time employees: 13

Full-time employees: 30

Full-time employees: 5

Full-time employees: 15

Full-time employees: 245

Full-time employees: 30

Full-time employees: 349

Full-time employees: 12

Full-time employees: 23

Full-time employees: 32

Full-time employees: DD

Full-time employees: 83

Full-time employees: 95

Full-time employees: 25

Full-time employees: DD

Full-time employees: 3

Full-time employees: 27

Full-time employees: 14

Full-time employees: 172

Full-time employees: 34

Full-time employees: 38

Full-time employees: 252

Full-time employees: 19

Full-time employees: 12

Full-time employees: 30

Full-time employees: 8

Full-time employees: 1,415

Full-time employees: 11,625

Full-time employees: 36

Full-time employees: 36

Full-time employees: 47

Full-time employees: 32

Full-time employees: DD

Full-time employees: 1,457

Full-time employees: 40

Full-time employees: 18

Full-time employees: 71

Full-time employees: 17

Full-time employees: DD

Full-time employees: 14

Full-time employees: 7

Full-time employees: 9

Full-time employees: 82

Full-time employees: 47

Full-time employees: 51

Full-time employees: 30

Full-time employees: DD

Full-time employees: 10

Full-time employees: 242

Full-time employees: 219

Full-time employees: DD

Full-time employees: 70

Full-time employees: 1,350

Full-time employees: 2,483

Full-time employees: 514

Full-time employees: 152

Full-time employees : 5

Full-time employees: 40

Full-time employees: 9

Full-time employees: 6

Full-time employees: 320

Full-time employees: 600

Full-time employees: 543

Full-time employees: 482

Average Annual Growth Rate: 80.38%

Average Annual Growth Rate: 79.46%

Average Annual Growth Rate: 78.94%

Average Annual Growth Rate: 78.83%

Average Annual Growth Rate: 78.24%

Average Annual Growth Rate: 78.08%

Average Annual Growth Rate: 75.11%

Average Annual Growth Rate: 74.35%

Average Annual Growth Rate: 73.35%%

Average Annual Growth Rate: 72.30%

Average Annual Growth Rate: 71.28%

Average Annual Growth Rate: 70.40%

Average Annual Growth Rate: 70.12%

Average Annual Growth Rate: 67.51%

Average Annual Growth Rate: 65.51%

Average Annual Growth Rate: 64.53%

Average Annual Growth Rate: 60.36%

Average Annual Growth Rate: 58.89%

Average Annual Growth Rate: 54.82%

Average Annual Growth Rate: 54.34%

Average Annual Growth Rate: 53.02%

Average Annual Growth Rate: 50.95%

Average Annual Growth Rate: 48.97%

Average Annual Growth Rate: 48.49%

Average Annual Growth Rate: 47.72%

Average Annual Growth Rate: 47.38%

Average Annual Growth Rate: 47.01%

Average Annual Growth Rate: 46.14%

Average Annual Growth Rate: 45.77%

Average Annual Growth Rate: 45.40%

Average Annual Growth Rate: 45.29%

Average Annual Growth Rate: 44.66%

Average Annual Growth Rate: 44.11%

Average Annual Growth Rate: 42.87%

Average Annual Growth Rate: 41.91%

Average Annual Growth Rate: 41.46%

Average Annual Growth Rate: 39.79%

Average Annual Growth Rate: 39.23%

Average Annual Growth Rate: 39.03%

Average Annual Growth Rate: 38.66%

Average Annual Growth Rate: 38.57%

Average Annual Growth Rate: 37.82%

Average Annual Growth Rate: 37.62%

Average Annual Growth Rate: 37.33%

Average Annual Growth Rate: 37.15%

Average Annual Growth Rate: 36.56%

Average Annual Growth Rate: 36.51%

Average Annual Growth Rate: 35.41%

Average Annual Growth Rate: 35.23%

Average Annual Growth Rate: 35.13%

Average Annual Growth Rate: 34.24%

Average Annual Growth Rate: 33.37%

Average Annual Growth Rate: 33.36%

Average Annual Growth Rate: 31.40%

Average Annual Growth Rate: 31.34%

Average Annual Growth Rate: 30.55%

Average Annual Growth Rate: 30.29%

Average Annual Growth Rate: 29.60%

Average Annual Growth Rate: 29.40%

Average Annual Growth Rate: 29.40%

Average Annual Growth Rate: 29.29%

Average Annual Growth Rate: 28.79%

Average Annual Growth Rate: 28.67%

Average Annual Growth Rate: 28.09%

Average Annual Growth Rate: 28.07%

Average Annual Growth Rate: 27.62%

Average Annual Growth Rate: 27.39%

Average Annual Growth Rate: 26.86%

Average Annual Growth Rate: 26.24%

Average Annual Growth Rate: 25.99%

Gross Revenue:

Prineta

Gross Revenue:

Gross Revenue:

JR & Co.

Gross Revenue:

Crema

Gross Revenue:

Gross Revenue:

Gross Revenue:

Hepacart

Gross Revenue:

Gross Revenue:

Leverl

Gross Revenue:

Wellsky

Gross Revenue:

KBP Foods

Pioneer Music

Prairie Elder Care

Universal Auto Plaza

Gross Revenue:

Umzuzu

2nd Year

Gross Revenue:

Platinum Realty

Hometown Lawn

Re/Max Heritage

Seastnan Medical

Cornerstone Companies

Propio Language Services Gross Revenue: 2019: \$14,324,470

Midway Ford Truck Center

Dimensional Innovations

Gross Revenue:

Gross Revenue:

Gross Revenue:

Gross Revenue:

Gross Revenue:

Wellington

Sage Restoration

Gross Revenue:

Gross Revenue:

Gross Revenue:

Gross Revenue:

Gross Revenue:

Gross Revenue:

D.H. Pace

Gross Revenue:

Gross Revenue:

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Gross Revenue:

Gross Revenue:

Gross Revenue:

Gross Revenue:

10th Year

more meaningful experiences. Intouch Group

Wagner Logistics

Spencer Fane LLP

DEG

The Purple Guys

Leigh & O'Kane

KC Blueprint & Planroom

16th Year

2nd Year

KC Constructors

Chelsoft Solutions Co.

Garney Construction

Henderson Engineers

Tricom Technical Services

2nd Year

Alight Analytics

1st Year

for surgery patients. Oakes Auto

1st Year

2nd Year

Mer-Sea & Co.

61

62

Royal Creations

Staco Electric

IBC

e2E

2nd Year

2nd Year

3rd Year

2ndYear

2nd Year

Global Soft Systems

Generator Studio

Unlimited Logistics

CrossFirst Bank

Facility Systems

Nickle & Suede

Al J. Mueller Construction

Firelake Construction

Compost Connection

Leap Hospitality

CityWide Electric

Assel Grant Services

Columbia Construction

Environmental Works

3rd Year

2nd Year

3rd Year

3rd Year

3rd Year

EDZ Systems

HYR Global Source

Garcia Architecture

Inspired Homes

Native Digital

			more affordable sellin family business turne success in building s of our concern," he s	ome time for us to venture back in." By fing price point and architecture plan, he sayed things back to growth mode. "Once we pec homes again, this helped us overcom tays, and the addition of more model hor and bought time for rainforcements."
, President	and Founder.	1	and I work for the c	and bought time for reinforcements: "Neompany full-time," he says, and now, "whildren to help keep up."
Corp	orate Rep	ort100		
11	Pivot Interna Gross Revenue:	2019: \$195,309,805	Growth: 570.99 % 2016: \$29,107,615	Average Annual Growth Rate: 190.33% Full-time employees: 646
5 th Year	seven other companies	g them into the Pivot Interi in just the past four years. Th	national fold. The Lenexa compa nat gives Pivot 12 locations worldw	Dohnalek has built on it by snapping up ot ny has been on an acquisition tear, snagg vide, and a footprint in 14 different industr ne metal on growth, Dohnalek says.
12	Odimo Archi Gross Revenue:	*	Growth: 548.96% 2016: \$241,720	Average Annual Growth Rate: 182.99% Full-time employees: 9
1 st Year	and urban-core commer clients in the education s	cial work—witness the firm's space are the University of Mis	recognition as the AIAKC Firm of ssouri, UMKC and Missouri Science	s work in higher education, affordable housi the Year in 2019. Among its impressive list e & Technology, KU and K-State. Its office w rie Fire development, Boulevard Lofts and mo
13	Warrior Deve Gross Revenue:		Growth: 538.84% 2016: \$217,356	Average Annual Growth Rate: 179.61% Full-time employees: 11
2 nd Year	build great things." It pre- installation, as well as in	viously found a fertile niche wi terior finishing. Owner Joshua	th government projects, performing a Hall says the linchpin for growth	Warrior Developments declares that "we exist g work that includes HVAC and electrical syst was the attainment of certification as a servi
14	Midwest Con Gross Revenue:		Growth: 519.30% 2016: \$490,047	new division focused on residential work. Average Annual Growth Rate: 173.10% Full-time employees: 6
1 st Year	capitalizing on its stren work to repair damage	gths in a construction sector from fire, flood, storm or o	super-niche: Disaster restoratior ther cataclysmic events, but it al	d another solid four-year run through 201 n. The company not only offers the hands- so helps customers with the mitigation a
15	Rx Savings So Gross Revenue:	covering from damage to the plutions 2019: \$17,479,538	Growth: 463.45% 2016: \$3,102,227	Average Annual Growth Rate: 154.48% Full-time employees: 130
1 st Year	of solutions for saving o a time of spiraling med	n prescription drug costs. Bu ication costs. Rea, a pharma	at one other element may trump t	ea, were pillars of growth at this SaaS provi hem all: The simple need for those service ess the need when a patient asked him wh
16	Universal Cor Gross Revenue:	nstruction 2019: \$81,692,833	Growth: 408.70 % 2016: \$16,059,272	Average Annual Growth Rate: 136.23% Full-time employees: 25
4 th Year	ownership since Archie ing nearly 90 years ago,	Smith laid the foundation for this contractor now based in	r the current company with masor 1 Kansas City, Kan., has completed	d Construction is now five generations deep ary contracting back in 1887. Since incorpool I more than a billion dollars' worth of project tudio and the performing arts wing in Libe
17	HJM Architec	cts 2019: \$2,290,000	Growth: 377.08% 2016: \$480,000	Average Annual Growth Rate: 125.69% Full-time employees: 10
1 st Year	dynamic, they perform KU grads; half are K-Sta	the most delicate of balance	ring acts with eight designers tra round Sunflower Showdowns in f	ce manager able to orchestrate a rapid-grovined in Kansas: Half, including the Hus, ootball and basketball. With offices in Wa
18	ProcureIT No Gross Revenue:	etwork 2019: \$6,834,780	Growth: 369.66% 2016: \$1,455,262	Average Annual Growth Rate: 123.22% Full-time employees: 2
1 st Year	heads in the cloud: Th	e firm based in Grain Valle Amazon Web Services and Az	y provides migration services for	ne ground, but they most assuredly have the r clients moving data from on-premises a apany's goal, Martin says, is to provide clie
19	Empowered I	Electric 2019: \$7,543,312	Growth: 352.67% 2016: \$1,666,389	Average Annual Growth Rate: 117.56% Full-time employees: 35
1 st Year	tor blended the entrepr clicked right away. A se	eneurial energy of Josh Levir ven-fold year-over-year incre	n with the savvy of long-time indu ase in revenues in 2015 had the c	perience. The commercial electrical contr istry veteran Paul Shoemaker in 2014. Thin company up and running, and the addition relationships with larger general contracto
20	Lead Bank Gross Revenue:	2019: \$53,278,000	Growth: 347.23 % 2016: \$11,913,000	Average Annual Growth Rate: 115.74% Full-time employees: 47
4 th Year	own community. A stratthan 180,000 last year,	tegic focus on diversification with more than a four-fold i	of its service lines has expanded i	that has exponentially grown the size of its customer base from 5,000 in 2017 to mo wo key groups targeted for growth are sm ankable," officials say.
21	Fire Door Sol	utions 2019: \$33,126,770	Growth: 337.84% 2016: \$7,565,903	Average Annual Growth Rate: 112.61% Full-time employees: 158
2 nd Year	which opened its own ounique to this Stilwell of	doors in 2012. "Knowing otł	ners' lives depend on our lives," a products to help control structura	the growth has been at Fire Door Solutions the company says, is a cultural value new lifers as well as services ranging from insp
22	Apollo Insura Gross Revenue:	•	Growth: 314.24% 2016: \$1,134,612	Average Annual Growth Rate: 104.75% Full-time employees: 6
4 th Year	cooled off a bit—if triple Scott Eckley's Leawood	e-digit growth is your idea of based health-care insurance	"cooling off"—at 162 percent and 1 brokerage, again over threefold gr	2016 growth of better than 343 percent. This 116 percent. But 2019 was another big year rowth. The reason, the company says, is fai instead of giving it to the insurance compan
23	Callahan Gross Revenue:	2019: \$55,878,560	Growth: 303.45% 2016: \$13,850,082	Average Annual Growth Rate: 101.15% Full-time employees: 60
1 st Year	today? Well, do ya? If n mountain of digits. The	ot, perhaps this Lawrence-b firm mixes front-end data a	ased company can help you find	that other Callahan figure, do you feel luc the marketing gold you're digging for in the behalf of such big-name clients as Gallipra
24	Friend That (Gross Revenue:		Growth: 282.33% 2016: \$713,699	Average Annual Growth Rate: 94.11% Full-time employees: 32
3 rd Year	cooking for you. In that and peace of mind." Sir	t sense, says founder Brando	on O'Dell, Friend That Cooks is so 2007 (O'Dell later moved things t	an do the grocery shopping, meal prep an elling "friendship, healthy eating, free tim to Kansas City), it has expanded to 18 citic
25	Tickets for Le Gross Revenue:	2019: \$59,469,725	Growth: 277.64% 2016: \$15,747,655	Average Annual Growth Rate: 92.55% Full-time employees: 38
2 nd Year	Tickets for Less plans competitions, theater s	on being there to provide hows and live music venues.	e access to major-league baseba	ll be full once again. When that day con ill, football and basketball contests, NC o pivot this year by rolling out its Fansura events that are postponed.
26	LotPop Gross Revenue:	2019: \$1,940,377	Growth: 270.42% 2016: \$523,825	Average Annual Growth Rate: 90.14% Full-time employees: 20
1" Year	That's where LotPop co two drags on performa	mes in with a suite of produ	cts and services that help dealers affing, and with processes. It offe	ears to focus more on used car operation increase their used-car sales and get past rs consulting services, deep data analytics
27	KMG Hotels Gross Revenue:	2019: \$35,791,890	Growth: 267.81% 2016: \$9,731,048	Average Annual Growth Rate: 89.27% Full-time employees: 500
1 st Year	industry: Courtyard by City-based company, for	Marriott, Hampton by Hilt ounded in 2015, has found i	on, Holiday Inn, Springhill Suite ts way in the extended-stay spac	ee of the most familiar flags in the hospita s and Candlewood Suites. The North Kar ee because "hard work, commitment and els brand," owners Jay and Sanjya Koshiya
	spirituai strengtii oi tile	/	building blocks of the faire flote	as brand, owners jay and banjya Rosinya

CEO Jeff Auslander sa	ays one of the biggest challenges emerging from back-	Auslander. "Our emplor camaraderie that enhat Dynamic Logistix is changing demands or difference between m compared to the pace of scalability—correct	integration and reliability to manufacturers," says byees have created a great culture of hard work and unces the offerings we provide our client-partners." a prime example of how growth imposes everal leadership trying to keep it under control. The anaging growth that led to a No. 1 finish last year, set in 2019, Auslander says, has centered on issues ly positioning the company to eventually achieve	
	es in the Corporate Report 100 is ensuring that a culture preneurship is safeguarded as the staff expands.	\$500 million or more that success in the first Draiver Gross Revenue:	in sales—while protecting the culture that created at place. $1^{st}\ Year$ 2019: $\$10,844,704$ 2016: $\$964,789$	
		Full-time employees: This Overland Park because its 2015 revenue	company just missed a spot in CR100 last year ues were too low. Clearly, that's no longer a problem.	
		repositioning and rout tor, car dealerships, aud Revenues have soared a states, started working	are and labor to manage and execute the relocation, ing of vehicles, serving clients in the trucking sections, car rentals, propane delivery and car sharing as it has expended operations to move vehicles in 30 with car dealerships and offering remote test drives, op-offs and vehicle deliveries for vehicle purchases	
		or leasing. "Disrupting ficult," founder Zarif H redefined labor force a operational reach remo	op-ons and venicle deriveries for venicle purchases an industry that is over 100 years old is very dif- aque says. "We introduced a new patented software, nd insurance structures, and had to create national otely from Kansas. This was a long journey, but after or each of these ends, the vehicle delivery logistics	
the vehicle-moving sp	nis team at Draiver have found fertile ground in ace. They've succeeded, but it took some doing: y that is over 100 years old is very difficult," he says.	industry took notice."	Looking back, he says, "There are plenty of things I at I am not sure it would have changed the outcome."	
		Gross Revenue: Growth: 892.63 % Full-time employees	1st Year 2019: \$2,629,500 2016: \$264,902 Average Annual Growth Rate: 297.54% : 6 business, as LED Direct was in 2016, "we had to	
		them our products w owner Dustan Fankha are used to doing thin longer time for engi	ntractors and electrical engineers. We had to show ere high quality and our pricing was competitive," tuser says. It takes a long time for contractors who gs a certain way to change their habits and an even neers. But the determination paid off. "It helped	
	ED Direct	relationships," Fankh that emphasized a le provide." Presto: "We projects and products	the lighting business for 12 years, so we had some auser says. "We also developed a business model evel of service not many of our competitors can quickly gained traction in our market and now our help sell themselves," he says. Fast growth "taught ow quickly is to hire good people and give them the	
(I-r): Max Bartlett, Exe	cutive VP Sales; Dustan Fankhauser, Owner and Founder.	foundation, but let th ness," Fankhauser say: grow too quickly. Our	em use their strengths to grow their book of busis. "My experience has also taught me to not try and pace has been strong, but we are more concerned iness very strategically."	
	tef	Tallgrass Frei Gross Revenue: Growth: 795.06% Full-time employees:	2019: \$41,770,031 2016: \$4,666,731 Average Annual Growth Rate: 265.02%	
	Igrass frei	ing small and mid-si Truckload (LTL) and bed and intermodal Anderson, comes fr	s a full-service logistics-solution provider serv- zed companies that need shipping in Less than Full Truckload (FTL) volumes, along with flat- services. Consistent growth, says CEO Damon om hiring and retaining "the highest-caliber	
		staff that can ensure they need it, and tha possible prices. That pany to expand its sa	country." The goal, Anderson says, is to have a customers will have the truck they need, when t deliveries arrive on time and intact at the best approach has allowed the Shawnee-based comles force to 19 states. "Kansas City's strong pres-	
(I-r): Founder and CEO	Damon Anderson; David Barnes, COO and Co-Owner.	foundation has allow says. Looking forwar focused on culture, o	dustry means we can identify top talent, and that ed us to build an unparalleled team," Anderson ed, he says, "growth has happened when we've doing things right and to the best of our ability are weathered and ready for more challenges."	
		Sprout Creat Gross Revenue: Growth: 710.69%	2019: \$2,165,070 2016: \$267,066 Average Annual Growth Rate: 236.90%	
		is spreading its wing to serve clients with included brand deve	keting and creative agency, Topeka-based Sprout sprough to be opening a KC Crossroads office in its quest design and storytelling services. With skills that lopment and graphic design, creative writing and	
		ing, the firm has fou securing new accoun effort that has paid o "We tried to support	ective social media campaigns and digital market- ind that growth flows from a deliberate focus on its with companies that fit its own strengths, an iff with work that serves clients across the nation. existing clients in a way they deserve, while add- caleb Asher, president and CEO. "Sometimes this	
(Front, I-r): Rachel Huff.	Art Director; Caleb Asher, President/CEO; Andrew Ross,	meant supporting lai existing clients recei ficing relationships." of working on the b	rger clients with greater attention, while ensuring eved an appropriate level of service, without sacri- He also said rapid growth taught "the importance usiness, rather than working in the business. The ing on nearly every aspect of the company to lead-	
Director-Video Product	tion; (back) Seth Stephens, VP-Business Development; ounts-Operations; Collin Billau, Director-Digital Development.	ing the company has Artisun Solar Gross Revenue:	been critical for growth, but often a challenge." 1st Year 2019: \$8,023,688 2016: \$1,062,845	
		the finish line. Just as	Average Annual Growth Rate: 218.31% s: 5 n make out of the gate is one that will carry you to sk Kirk Kreisel. "I started Artisun Solar in 2011 as a y that would install solar PV systems on commercial	
9		boom at that time," h our customers as one and ability to delivery by training, he found	or other area developers during the Missouri solar e recalls. "We quickly grew and were considered by of the best contractors in our quality, performance, our projects on time and on budget." An engineer that the transition from contractor to a full-service	
		family. "We grew stea some of the largest so end-user customers li scale projects for larg	t easy, especially for a young entrepreneur with a dily during that period and were soon working with lar developers in the country, installing projects for ke Targets and Kohl's as well as working on utility e power producers," he says. But with a good team,	
	II, Project Manager; Kirk Kreisel, President and Founder; s Development Manager.	right time," he's on tr	e good fortune of being in the right industry at the ack for bigger and better things. "I feel that we are roving in what we do every day," he says. Make the says of the says of the says. Make the says of the says of the says.	
		Full-time employees: Joe Gianni is goin	2019: \$6,250,081 2016: \$840,230 Average Annual Growth Rate: 214.61% 4 g to shoot straight with you about it: The Great	
		building higher-end l decade ago, when so market. It worked, b was overcoming our j	ry toll on his company, which once specialized in momes. Surviving that construction downturn, a many didn't, required a pivot to the center of the ut it wasn't easy. "One of our biggest challenges personal weariness after being severely hurt, and crash," Gianni says. "Flipping homes, remodel	
		projects and what bu time. It surely took so more affordable sellin family business turne	aild jobs we did, have kept us alive during that ome time for us to venture back in." By finding a ng price point and architecture plan, he says, the ed things back to growth mode. "Once we found pec homes again, this helped us overcome some	
Joe Gianni, President	and Founder.	of our concern," he s driven record sales a and I work for the c	ays, and the addition of more model homes has and bought time for reinforcements: "My wife ompany full-time," he says, and now, "we have hildren to help keep up."	
Corn	orate Report 100			
11	Pivot International Gross Revenue: 2019: \$195,309,805 Engineering design and manufacturing services are	Growth: 570.99% 2016: \$29,107,615 e the foundation, but CEO Mark I	Average Annual Growth Rate: 190.33% Full-time employees: 646 Oohnalek has built on it by snapping up other	
12	companies and bringing them into the Pivot Interseven other companies in just the past four years. The Engineering technical capabilities and manufacturic Odimo Architecture Gross Revenue: 2019: \$1,568,660	hat gives Pivot 12 locations worldw	vide, and a footprint in 14 different industries.	
1 st Year	This regional architecture and interior design practice and urban-core commercial work—witness the firm's clients in the education space are the University of Mi remade the Signal Theory ad/communications firm, and Warrior Developments	recognition as the AIAKC Firm of ssouri, UMKC and Missouri Science	the Year in 2019. Among its impressive list of e & Technology, KU and K-State. Its office work	
2 nd Year	Gross Revenue: 2019: \$1,388,551 With services in preconstruction planning, design develouild great things." It previously found a fertile niche winstallation, as well as interior finishing. Owner Joshu disabled, veteran-owned small business, combined with	2016: \$217,356 Plopment and general construction, ith government projects, performing a Hall says the linchpin for growth	Warrior Developments declares that "we exist to gwork that includes HVAC and electrical system was the attainment of certification as a service-	
14 1 st Year	Midwest Comfort Homes Gross Revenue: 2019: \$3,034,857 Coming off a Top 10 finish in the 2019 CR100, M capitalizing on its strengths in a construction sector work to repair damage from fire flood storm or	r super-niche: Disaster restoratior	a. The company not only offers the hands-on	
15 1 st Year	work to repair damage from fire, flood, storm or consurance aspects of recovering from damage to the Rx Savings Solutions Gross Revenue: 2019: \$17,479,538 New products, new services, new marketing approarms	Growth: 463.45% 2016: \$3,102,227	Average Annual Growth Rate: 154.48% Full-time employees: 130	
16	of solutions for saving on prescription drug costs. B a time of spiraling medication costs. Rea, a pharma of her eight monthly prescriptions she could skip to Universal Construction Gross Revenue: 2019: \$81,692,833	ut one other element may trump t cist himself, was inspired to addr	hem all: The simple need for those services in ess the need when a patient asked him which	
4 th Year	One of the Kansas City region's longest-running famownership since Archie Smith laid the foundation for ing nearly 90 years ago, this contractor now based in 22 states. Recent projects for area school districts HJM Architects	ily-owned success stories, Universa or the current company with masor in Kansas City, Kan., has completed include the Park Hill innovation s	l Construction is now five generations deep in ary contracting back in 1887. Since incorporation of the contraction of the cont	
	11,111 1110111110013	Growth: 377.08%	Average Annual Growth Rate: 125.69%	