

## South Jersey's fast companies ride a rising tide

Philadelphia Business Journal - June 15, 2007 by [Sonia Sherwood](#) Associate Editor/Special Reports

It takes three solid years of good growth to earn a place on the Philadelphia Business Journal's list of fastest-growing private companies in South Jersey.

That makes the South Jersey 25 something of a trailing indicator of economic trends.

This year, three companies surpassed 1,000 percent growth on the list, which is compiled by Rowan University's William G. Rohrer College of Business for the Business Journal under the supervision of Dean Edward J. Schoen and Assistant Dean Margaret Van Brunt.

That has only happened twice before, in 1998 and 1999, when the national economy was pushing toward the peak of the millennium bull market.

This year, as the stock market is once again roaring, the top three companies didn't merely exceed 1,000 percent growth, one of them doubled it, and another quadrupled it.

SolarWorks NJ, at No. 1 on the list, clocked a near-record 4,863 percent growth between 2004 and 2006.

The Turnersville company designs and installs solar energy systems in homes and businesses. The company was created to take advantage of New Jersey state law that gives tax credits to companies and individuals who invest in renewable energy, and take advantage it did.

No. 2 on the list, Haddonfield-based publishing company Elauwit, has defied the dreary news pouring out of the newspaper industry by achieving 2,043 percent growth with its small chain of community-focused papers. The papers are delivered free to 60,000 readers, and advertisers admire that reach.

"It's a sign of the times," said Van Brunt. "The economy is good, the job market is good -- we in the South Jersey area have a strong economy with lots of growth and opportunity."

In the 12 years of the South Jersey 25 program, only a dozen of the winning companies have topped 1,000 percent growth -- 4 percent of the total. The record holder is Marlton-based Web services company Universal, which achieved 5,163 percent growth in 1999.

The program helps small businesses help each other, which feeds a virtuous economic circle, according to Van Brunt.

One example Van Brunt cited is the way that Moorestown-based computer consulting company Miles Technologies, which has appeared on the list many times, has become one of the sponsors with Rowan University of a young entrepreneur award for South Jersey 20-somethings.

In addition, Rowan invites the winning companies to its job fairs and quite a few provide internships to Rowan students, who sometimes go on to found their own growing businesses in South Jersey.

This year, two Rowan alumni made the list: The Pro Computer Service in Medford and SolarWorks NJ.

"Rowan is becoming a big player in South Jersey, and we're really proud that we've educated some of the entrepreneurs," Van Brunt said.

Some data culled from this list and its predecessors:

- Camden County was home to 12 of the companies, down from 14 last year. Burlington ranked second with seven of the companies. Three hailed from Gloucester and one each from Ocean, Cape May and Cumberland counties.
- AmeriQuest Transportation Logistics Resources of Cherry Hill was once again the largest company on the list by revenue, which was \$204 million. Four companies exceeded \$10 million, down from nine in 2005.

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- Camden-based Gestalt was again the largest company in terms of employees, with 206, up from 176 last year. Six companies had more than 50 employees.
- Sixteen companies compiled growth of 100 percent or more, up from 11 last year, 13 in 2005, 12 in 2004 and 10 in 2003.
- Three companies began with more than \$1 million in startup capital: AmeriQuest, SunRx Inc. of Cherry Hill and Atco-based Infinity Hotel Group, which began with the most funds at \$2.5 million. At least eight companies began with \$1,000 or less.

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**FOR IMMEDIATE RELEASE**

**PHILA BIZ JOURNAL NAMES TEAM BUILDERS PLUS ONE OF 25 FASTEST GROWING FIRMS IN SJ**

**Cherry Hill, NJ—June 14, 2007** – The Philadelphia Business Journal named Team Builders Plus of Camden County one of the 25 fastest growing companies in Southern New Jersey at an awards luncheon today at the Collingswood Grand Ballroom. The company is also profiled in a Philadelphia Business Journal special supplement on June 15.

The top 25 companies were chosen and ranked by researchers at Rowan University's Rohrer College of Business. This award recognizes the company's achievement in increasing revenue by 59.19% between 2004 and 2006.



"This is a tremendous honor," said president of Team Builders Plus, Jeff Backal. "We've received several awards from our industry, which is always humbling, but we are especially proud of our home-base in South Jersey, so to receive this recognition from Rowan University's Rohrer College of Business and the Philadelphia Business Journal is particularly gratifying. While our clients are global, and we are expanding our offices, South Jersey will always be our headquarters," he added. Team Builders Plus has developed partnerships and strategic alliances with many local groups, including Battleship NJ in Camden, The Enterprise Center at Burlington County College in Mt. Laurel, Philadelphia's I-Glide Tours, and the Philadelphia Zoo. Local clients are too numerous to list in full, but include Campbell Soup Company, Aramark, IKEA, American Water, and Independence Blue Cross.

All qualifying companies in the South Jersey 25 Competition were based in one of eight South Jersey Counties: Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Ocean, and Salem. Additionally, the companies were required to have a three-year sales history with an increase in fiscal 2006 and sales at or more than \$75,000 in fiscal 2004.

"The South Jersey 25 is a great way to discover and track the progress of some of the region's fastest growing companies," said Bernard Dagenais, editor of the Philadelphia Business Journal. "These companies have impressive stories to tell and represent an essential part of a thriving economy. They translate to jobs, dollars, and are led by some of the best entrepreneurs that South Jersey has to offer." Archer & Greiner, Chamber of Commerce Southern New Jersey, and PNC Bank were this year's award program co-sponsors.

The Philadelphia Business Journal is the region's local business news source providing a weekly newspaper, daily web updates, and a series of events that bring people together. It is a part of American City Business Journals with 41 publications across the nation.

## Page 2 of 2/Team Builders Plus/South Jersey 25 Winner

Team Builders Plus, a global, Cherry Hill-based team building and leadership development organization, recently received the **Emerald Award from Inscape Publishing**, of Minneapolis, MN, for outstanding consulting achievements. It has also received honors from Performance Support Systems, (PSS) Inc. of Newport News, VA, as the **Number One Associate for 2006, and PSS's All-Time Leading Global Distributor.**

Founded in 1991, Team Builders Plus in Cherry Hill, NJ, conducts team building, individual, team and organizational assessments, performance coaching, and leadership training for organizations worldwide. More than 25 percent of Fortune 100 companies are clients of Team Builders Plus. For more information on leadership development, assessment tools, training programs or coaching processes, log on to [www.TeamBuildersPlus.com](http://www.TeamBuildersPlus.com) or call 856-596-4196.

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