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Building Better Businesses

For Nearly 30 Years

Since 1993, the principals of Ridgemont Equity Partners have invested over \$5 billion in 154 companies. Ridgemont is the largest private equity firm in North Carolina and among the largest in the Southeast. The firm was named to *Inc.*'s inaugural list of "Top 50 Founder-Friendly Private Equity Firms," which recognized Ridgemont for a track record of building leading middle market companies alongside entrepreneurs.

For the second year in a row, we are pleased to sponsor *Business North Carolina's* "Top 125 Private Companies" list and wish to congratulate the honorees! For more information on Ridgemont's team and investment strategy, visit www.ridgemontep.com.

We back management teams.

These are not just financial relationships – these partnerships require complete alignment in vision for the future of the business and **mutual trust in each other's capabilities**. From the first 100-day plan, to geographic and product expansion, to investments in technology; and, most importantly, alignment in the **culture of the business and investments in the employee base**.

BUILDING FOUNDATIONS

- Supporting perpetual recruiting and talent development
- Building-out the technology and systems infrastructure

IGNITING GROWTH

- Investing in promising new business lines and sales initiatives
- Pursuing strategic acquisitions

FOSTERING A UNIQUE CULTURE

- Respecting the company's legacy
- Challenging the next generation to evolve



BNC125

TOP PRIVATE COMPANIES

Chevrolets, Cheerwine, turkey legs and solar panels are some of the products powering the state's biggest closely held enterprises.

By Alyssa Pressler, Taylor Wanbaugh and David Mildenberg

Welcome to *BUSINESS NORTH CAROLINA*'s annual list of the state's largest privately held companies. For more than 30 years, similar lists have showcased the hometown businesses that sustain North Carolina's economy, often with little or no fanfare.

Most of the information on the list comes directly from the companies. For a second consecutive year, the list also includes our best estimates for revenues and employment at some businesses that didn't want to share the basics. It took many phone calls and emails to compile what is an unparalleled look at North Carolina's private-company universe.

This year's list is based on 2019 revenue. Hence, it reflects the

pre-COVID-19 environment that virtually everyone hopes will return as soon as possible. The most notable newcomer is Cary-based Epic Games, which ranks No. 3 after enjoying explosive growth because of the popularity of its Fortnite video game.

Private equity-controlled companies whose operations are based in North Carolina are eligible for the list. An example is newcomer Segra, a Charlotte-based telecommunications provider owned by a large Swedish investment group. It bought High Point-based North State Telecommunications this year.

But the list is mostly companies owned by families that have operated in North Carolina for decades, if not generations. To say they are the backbone of the Tar Heel economy is an understatement.

\$1 billion or more in revenue (latest fiscal year)

1. Hendrick Automotive

Charlotte

Automotive dealerships

2019 Rank: 1

CEO: Rick Hendrick

Employees: 10,600



Hendrick has a new leadership structure, with founder and Chairman Rick Hendrick assuming the role of CEO after the Jan. 1 retirement of Edward Brown III. Brown had held the post since 2011. Greg Gach, who has been affiliated with the business since 1984, was named president. Gach has a bachelor's degree from Miami University in Ohio and a law degree from the

University of Michigan. *Automotive News* ranked Hendrick Automotive as the fifth-largest U.S. dealership group and No. 1 based on body shop revenue. It operates 95 dealerships.

2. American Tire Distributors

Huntersville

Tire distribution service

2019 Rank: 2

CEO: Stuart Schuette

Employees: 4,700 (estimated)

3. Epic Games

Cary

Video game company

2019 Rank: N/A

CEO: Tim Sweeney

Employees: 2,200 (estimated)

4. Belk

Charlotte

Department store chain

2019 Rank: 3

CEO: Lisa Harper

Employees: 24,000 (estimated)

5. Transportation Insight

Hickory

Logistics consultant

2019 Rank: 5

CEO: Reynolds Faulkner

Employees: 1,460

6. SAS Institute

Cary

Software development

2019 Rank: 4

CEO: James Goodnight

Employees: 13,939

7. Alex Lee

Hickory

Wholesale and retail grocer

2019 Rank: 6

CEO: Brian George

Employees: 13,700

8. Parkdale

Gastonia

Textile company

2019 Rank: 7

CEO: Anderson Warlick

Employees: 5,000 (estimated)

BNC125

TOP PRIVATE COMPANIES

9. Flow Automotive

Winston-Salem

Automotive dealerships

2019 Rank: 8
CEO: Don Flow
Employees: 1,800 (estimated)

10. Pike

Mount Airy

Construction and engineering services for electric utilities

2019 Rank: 10
CEO: J. Eric Pike
Employees: 8,300



11. Leith Cars

Raleigh

Automotive dealerships

2019 Rank: 14
CEO: Danny Williams
Employees: 1,800 (estimated)

12. Form Technologies

Charlotte

Manufacturer of metal components

2019 Rank: 12
CEO: Mike Grunza
Employees: 10,000 (estimated)

13. Prestage Farms

Clinton

Pork and poultry production

2019 Rank: 25
CEO: Bill Prestage
Employees: 2,900

14. National Gypsum

Charlotte

Manufacturer of wallboard products

2019 Rank: 9
CEO: Thomas Nelson
Employees: 2,500 (estimated)

**\$500 million to
\$999 million**

15. Market America

Greensboro

Product brokerage and digital marketer

2019 Rank: 16
CEO: JR Ridinger
Employees: 805

16. Variety Wholesalers

Henderson

Discount retailer

2019 Rank: 22
CEO: Art Pope
Employees: 8,000 (estimated)

17. Goldsboro Milling

Goldsboro

Grain, poultry and pork production

2019 Rank: 15
CEO: H.G. Maxwell III
Employees: 800 (estimated)

18. SteelFab

Charlotte

Steel fabricator

2019 Rank: 18
CEO: R. Glenn Sherrill Jr.
Employees: 1,288

19. CTE

Charlotte

Dealer of construction and industrial equipment

2019 Rank: 17
CEO: Ed Weisiger Jr.
Employees: 1,500 (estimated)

20. Concord Hospitality Enterprises

Raleigh

Hotel management and development

2019 Rank: 19
CEO: Mark Laport
Employees: 6,014



The hotel developer ended 2019 with 120 hotels in the U.S. and Canada, many of them with Marriott, Hilton, Hyatt, Choice and IHG brands. The company is developing the world's tallest modular hotel, a 26-story inn near

Pennsylvania Station in New York City with a frame constructed in Poland. It is expected to open this fall. Allegheny Capital bought a majority stake in 2018.

21. AmWINS Group

Charlotte

Wholesale insurance distributor

2019 Rank: 11
CEO: Scott Purviance
Employees: 4,000 (estimated)

22. Window World

North Wilkesboro

Window installation service

2019 Rank: 29
CEO: Tammy Whitworth
Employees: 1,000 (estimated)

23. Charlotte Pipe & Foundry

Charlotte

Pipe manufacturer and supplier

2019 Rank: 24
CEO: Roddey Dowd Jr.
Employees: 1,500 (estimated)

24. Barnhill Contracting

Rocky Mount

General contractor

2019 Rank: 26
CEO: Robert Barnhill
Employees: 1,020

25. ACN

Concord

Telecommunications service provider

2019 Rank: 21
CEO: Greg Provenzano
Employees: 1,100 (estimated)

26. Gregory Poole Equipment

Raleigh

Dealer of construction and other equipment

2019 Rank: 27
CEO: J. Gregory Poole III
Employees: 1,300 (estimated)

27. Southco Distributing

Goldsboro

Convenience-store supplier

2019 Rank: 33
CEO: Sherwin Herring
Employees: 217



CAROLINA HANDLING

Your Trusted Material Handling Partner

We did not win *Business North Carolina's* "Top 125 Private Companies for 2020" alone. Far from it. We would like to thank our associates for their dedication and hard work, along with our customers for their continued support and trust. This award is truly a team effort—and we are grateful.

For more than 50 years, Carolina Handling has helped companies drive productivity and reduce costs throughout their warehouse operations. Our material handling solutions are not only proven, they're customized—ready to fit any size operation.

What we do, we do well. Yes, we're known for providing excellent forklift service as a Raymond Corporation Dealer of Distinction for 29 consecutive years, and for that we are proud.

Service is the backbone of our operations; however, we provide our customers with a complete one-stop material handling partner and supplier that offers expert service, consultation, parts and equipment, warehouse products and solutions,

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If you need equipment to run your operations, you can get it from Carolina Handling—along with expert tips and guidance on how to get the most out of it. We believe that the more information you have on your assets, the better. And with our revolutionary suite of warehouse optimization tools, you can take control of your operations and reduce costs.

Hardworking, tough-as-nails Raymond forklifts and equipment. Expert, proven service. Cost-saving warehouse optimization solutions. This is how Carolina Handling is improving warehouse operations throughout the Southeast—and it's how we can help improve yours.



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Carolina Handling is the exclusive Raymond Sales & Service Center for North Carolina, South Carolina, Georgia, and Alabama

SPONSORED SECTION

28. Sampson-Bladen Oil Co.

Clinton

Distributor of petroleum products

2019 Rank: 28

CEO: Haddon Clark III

Employees: 1,000 (estimated)

29. Shurtape Technologies

Hickory

Manufacturer of adhesive tape, consumer goods and office supplies

2019 Rank: 30

CEO: Vuk Trivanovic

Employees: 1,600



Established in 1955 and still owned by the Shuford family, Shurtape Technologies makes tape and other office supplies for global markets. Its ShurTech division, which is responsible for Duck Tape and FrogTape, rebranded to the Shurtape Technologies name this year. Demand for pandemic-related social distancing tape floor markings has spurred sales.

30. Ennis-Flint

Greensboro

Manufacturer of pavement markings and traffic products

2019 Rank: 31

CEO: Matt Soule

Employees: 1,500

31. Atlantic Packaging

Wilmington

Distributor of industrial packaging materials and paper converter

2019 Rank: 34

CEO: Russell Carter

Employees: 1,171

32. Clancy & Theys Construction

Raleigh

General contractor

2019 Rank: 36

CEO: Tim Clancy

Employees: 400

33. Vannoy Construction

Jefferson

General contractor

2019 Rank: 45

CEO: Eddie Vannoy

Employees: 331

34. CaptiveAire Systems

Raleigh

Manufacturer of kitchen-ventilation equipment

2019 Rank: 39

CEO: Bob Luddy

Employees: 1,400

35. National Coatings & Supplies

Raleigh

Paint distributor for collision-repair shops

2019 Rank: 35

CEO: John Leavy

Employees: 1,350

36. ECMD

North Wilkesboro

Manufacturer and distributor of millwork products

2019 Rank: 42

CEO: Todd Meade

Employees: 875

37. Liberty Healthcare & Rehabilitation

Wilmington

Nursing homes and health services

2019 Rank: 51

CEO: John A. McNeill Jr.

Employees: 1,500 (estimated)

38. The Cook & Boardman Group

Winston-Salem

Distributor of architectural doors, frames, door hardware and related building products

2019 Rank: 38

CEO: Darrin Anderson

Employees: 1,300

39. Flexential

Charlotte

Data-center operator

2019 Rank: 40

CEO: Chris Downie

Employees: 900 (estimated)

\$200 million to \$499 million

40. Snider Fleet Solutions

Greensboro

Tire distributor and service provider

2019 Rank: 41

CEO: Marty Herndon

Employees: 1,200

41. ettain group

Charlotte

Information-technology staffing agency

2019 Rank: 80

CEO: Trent Beekman

Employees: 3,000

42. Renfro

Mount Airy

Sock manufacturer

2019 Rank: 37

CEO: Stan Jewell

Employees: 4,000 (estimated)

43. Rodgers Builders

Charlotte

General contractor

2019 Rank: 43

CEO: Pat Rodgers

Employees: 300 (estimated)

44. Segra

Charlotte

Telecommunications service provider

2019 Rank: N/A

CEO: Timothy Blitz

Employees: 1,000 (estimated)



Charlotte is home to this fast-growing U.S. telecom. Segra was formed in 2019 by the merger of Columbia, S.C.-based Spirit Communications and Waynesboro, Va.-based Lumos Networks. In May, it acquired High Point-based North State Telecommunications, one of the state's last independent telephone companies, for \$240 million. Segra's main owner is Swedish private equity group EQT Partners.

GO MAJESTIC

Majestic is the Carolina's preferred manufacturer and installer of fabricated stone, glass, countertops, and kitchen and bath accessories to custom and mass production home-builders, apartment developers, medical facilities, commercial builders, and general contractors.

As an industry leader, Majestic invests in people, training, technology, equipment, and process excellence to ensure product quality and precision, on-time delivery, and first-time right installation.

As a corporate citizen, Majestic honors our nation's veterans through employment opportunities and Majestic4USTroops fundraising initiatives.

Majestic operates in the Carolina's major metropolitan areas.

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Clancy & Theys Construction Company is one of the largest vertical builders owned and headquartered in North Carolina. Originally founded in Raleigh in 1949, the company is one of the largest privately-owned entities in the state and one of the largest contractors in the Southeast. With offices in Raleigh, Wilmington and Charlotte, as well as Newport News, Virginia and Orlando, Florida, Clancy & Theys has a solid construction presence throughout the southeast region of the United States.

Clancy & Theys offers a full range of Preconstruction, Construction, and Virtual Design and Construction services, as well as the ability to self-perform sitework and general trades.

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TOP PRIVATE COMPANIES

45. Samet

Greensboro

General contractor

2019 Rank: 54
CEO: Arthur Samet
Employees: 238

46. D.H. Griffin

Greensboro

Demolition, environmental and site-development conglomerate

2019 Rank: 48
CEO: David Griffin
Employees: 1,000 (estimated)

47. Adams Beverages of NC

Charlotte

Beer distributor

2019 Rank: 32
President: Clay Adams
Employees: 700 (estimated)

48. Strata Solar

Chapel Hill

Solar developer

2019 Rank: 44
CEO: Markus Wilhelm
Employees: 400 (estimated)

49. Global Knowledge

Cary

Information technology and business-skills trainer

2019 Rank: 50
CEO: Todd Johnstone
Employees: 1,000

50. Murphy Family Ventures

Wallace

Hospitality, farming, boatmaking

2019 Rank: 52
CEO: Wendell "Dell" Murphy Jr.
Employees: 1,000 (estimated)

51. True Homes

Monroe

Homebuilder

2019 Rank: 53
CEOs: Dan Horner and Mark Boyce
Employees: 300 (estimated)

52. Edifice

Charlotte

General contractor

2019 Rank: 56
CEO: Eric Laster
Employees: 100 (estimated)

53. Eastwood Homes

Charlotte

Homebuilder

2019 Rank: 57
CEO: Clark Stewart
Employees: 300 (estimated)

54. Crowder Constructors

Charlotte

General contractor

2019 Rank: 55
CEO: Lynn Hansen
Employees: 927

55. Carolina Handling

Charlotte

Distributor of material-handling equipment

2019 Rank: 62
CEO: Brent Hillabrand
Employees: 600

56. Harvey Enterprises & Affiliates

Kinston

Distributor of farm equipment and petroleum products

2019 Rank: 49
CEO: John McNairy
Employees: 801

57. MegaCorp Logistics

Wilmington

Logistics consultant

2019 Rank: 58
CEO: Ryan Legg
Employees: 325

58. Golden Corral

Raleigh

Restaurants

2019 Rank: 60
CEO: Lance Trenary
Employees: 2,100 (estimated)

59. Blythe Development

Charlotte

General contractor

2019 Rank: 64
CEO: Jack Blythe
Employees: 925

60. Salem Holding

Winston-Salem

Provider of transportation and truck-leasing services

2019 Rank: 67
CEO: Thomas Teague
Employees: 1,029

61. Colony Tire

Edenton

Tire distributor and auto repair service

2019 Rank: 68
CEO: Charles Creighton
Employees: 600



Founded in 1976 in Rodanthe with just two gas pumps, the automotive and tire service provider has grown to 40 locations in the Carolinas and Virginia. CEO Charles Creighton was named *Modern Tire Dealer* magazine's 2007 Tire Dealer of the Year and was inducted into the N.C. Tire Industry Hall of Fame in 2011. Last year, it began a \$3.3 million, 100,000-square-foot expansion of its 200-employee Edenton facility with plans to add at least 40 jobs.

62. Precision Walls

Cary

Building contractor

2019 Rank: 72
CEO: Brian Allen
Employees: 949

63. Baker Roofing

Raleigh

Roofing contractor

2019 Rank: 61
CEO: Mark Lee
Employees: 1,033

64. Boddie-Noell Enterprises

Rocky Mount

Hardee's franchise operator

2019 Rank: 46
CEO: William Boddie
Employees: 10,000 (estimated)

65. Biltmore

Asheville

Museum and lodging

2019 Rank: 65
CEO: William Cecil Jr.
Employees: 2,600 (estimated)



A Company Built On Innovation & Passion

Founded in 2008 by President and CEO, John Treece, and company CFO, Steve Bertling, DMA Sales has quickly grown to become a trusted supplier to the automotive and heavy-duty parts aftermarket industry. Serving OES, big box retail, wholesale, and e-tail sales channels, DMA is a leading product development, engineering, and diversified manufacturer whose portfolio of product brands have become some of the most recognized and respected in their industry. In addition, DMA is a leading private label manufacturer with over 60% of its global revenues coming from products produced by them but under the customer's brand.

For the fourth consecutive year, DMA has been named to the prestigious *Inc.* 5000 list of the fastest growing private companies in America. In 2019, DMA ranked as the #2 fastest growing Mid-Market sized company in North Carolina. The company has won numerous national awards for its engineering innovations and brand marketing strategies. Mr. Treece was named Person of the Year for 2019 by the Auto Care Association and serves as Chairman of the Executive Leadership Council for the Import Vehicle Community.

Headquartered in Tabor City, NC, with over a 1,000,000 square feet of distribution space across its four facilities in North and South Carolina, DMA continues to deliver on its mission to provide innovation and value for its customers. With growth in sales to soon approach over \$130 million and no signs of slowing down any time soon, DMA is poised for continued success. "Our company has a dynamic, performance-driven culture that embodies the entrepreneurial spirit from which we were founded. Hard work, collaboration with our partners, and taking care of our employees and their families are what has propelled our company's success. That's why we say, we are a company that is built on passion," said John Treece.

DMA is also a company which cares about its communities. Having donated over \$2.5 million in charitable contributions, DMA actively supports its local civic initiatives and encourages its employees to get involved and give back.

DMA's Senior Management Team (pictured above from left to right) Larry Clark, Director of Product Development, Steve Bertling, CFO, John Treece, President & CEO, Maria Treece, EVP & CPIO, Olga McIntyre, CIO, Sophie Mirabel, Director of HR



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TOP PRIVATE COMPANIES

66. Frank L. Blum Construction

Asheville

General contractor

2019 Rank: 63

CEO: Mike Lancaster

Employees: 175 (estimated)

67. HSM Hickory Springs Manufacturing

Hickory

Furniture component manufacturer

2019 Rank: N/A

CEO: Mark Jones

Employees: 2,700 (estimated)

68. Camco Manufacturing

Greensboro

Manufacturer and distributor of RV accessories

2019 Rank: 70

CEOs: Donald Caine and Lisa Cook

Employees: 462

69. Tencarva Machinery

Greensboro

Distributor of liquid- and air-handling equipment

2019 Rank: 71

CEO: Ed Pearce

Employees: 370

70. JF Petroleum Group

Morrisville

Fuel-equipment installer and service provider

2019 Rank: 69

CEO: Keith Shadrick

Employees: 800 (estimated)

71. Union Corrugating

Fayetteville

Manufacturer of metal roofing materials

2019 Rank: 73

2019 Rank: Keith Medick

Employees: 640



The residential, commercial and agricultural roofing and siding company opened in Fayetteville in 1946. It has expanded to 18 manufacturing and distribution locations across 15 states. It recently acquired Florence, Ala.-based Oakland Metal Buildings.

72. Landmark Builders

Winston-Salem

Construction company

2019 Rank: 66

CEO: Steve Stephens

Employees: 176

73. Carolina Beverage Group

Salisbury

Cheerwine distributor

2019 Rank: 76

CEO: Cliff Ritchie

Employees: 600

\$100 million to \$199 million

74. Epes Logistics Services

Greensboro

Logistics consultant

2019 Rank: 74

CEO: Jason Bodford

Employees: 183

75. Advantage Truck Center

Charlotte

Retail truck dealership

2019 Rank: 78

CEO: Terry Young

Employees: 160

76. Powerhome Solar

Mooreville

Solar energy and roofing company

2019 Rank: 102

CEO: Jayson Waller

Employees: 1,106

77. Omega Construction

Winston-Salem

Commercial construction

2019 Rank: 88

CEO: Barry Hennings

Employees: 90

78. Electrical Equipment

Raleigh

Distributor of electrical equipment

2019 Rank: 79

CEO: Mark Holmes

Employees: 258

79. Carolina Wholesale Group

Charlotte

Distributor of office supplies and equipment

2019 Rank: 75

CEO: Larry Huneycutt

Employees: 175

80. American Welding & Gas

Raleigh

Manufacturer and distributor of gases and welding supplies

2019 Rank: 81

CEO: Jason Krieger

Employees: 571

81. Parata Systems

Durham

Provider of drug-dispensing technology for pharmacies

2019 Rank: 108

CEO: Rob Kill

Employees: 400

82. Furnitureland South

Jamestown

Furniture retailer

2019 Rank: N/A

CEO: Jeffrey Harris

Employees: 495

83. T.A. Loving

Goldsboro

Commercial construction

2019 Rank: 77

CEO: Samuel Hunter

Employees: 245

84. The Budd Group

Winston-Salem

Provider of janitorial, landscaping and maintenance services

2019 Rank: 86

CEO: Joseph Budd

Employees: 4,417

85. AvidXchange

Charlotte

Payment-processing software

2019 Rank: 92

CEO: Michael Praeger

Employees: 1,500

86. insightsoftware

Raleigh

Software developer

2019 Rank: 103

CEO: Mike Lipps

Employees: 727

87. N2 Publishing

Wilmington

Publisher of community magazines

2019 Rank: 84

CEO: Duane Hixon

Employees: 325

BETTER TOGETHER

National Coatings & Supplies / Single Source, Inc. (NCS/SSI) is your local paint, body, and equipment ("PBE") distributor with a national footprint. With over 180 stores and multiple mobile stores, we distribute the top brands in the automotive refinish industry. Our primary focus is to help our customers be more profitable and productive by providing industry leading Paint & Material Inventory Control solutions as well as access to extensive industry training. NCS/SSI has joined forces to forge ahead, knowing we are "Better Together."



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TrialCard is a full-service pharmaceutical solutions company located in Morrisville, NC. Since 2000, we have been providing strategic guidance and integrated solutions to the marketplace.

We employ approximately 2,000 team members who address our clients' regular and cyclical business needs. TrialCard is one of the largest independent patient services organizations supporting the pharmaceutical market.

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88. Morrisette

Browns Summit

Distributor of paper, packaging and janitorial supplies

2019 Rank: 85
CEO: Bill Morrisette
Employees: 260

89. Mako Medical Laboratories

Raleigh

Laboratory testing services

2019 Rank: 94
CEO: Chad Price
Employees: 715



Demand for COVID-19 testing prompted Mako to add more than 200 employees in the last year, even as the pandemic initially caused a 40% decline in its core business as medical visits plummeted. But the company was growing rapidly long before the pandemic. Chad Price and Josh Arant founded the business in 2014, and it topped \$100 million in revenue in 2018. *Forbes* named it to its list of America's Best Startup Employers in July.

90. TrialCard

Morrisville

Pharmaceutical marketing services

2019 Rank: 87
CEO: Mark Bouck
Employees: 1,100 (estimated)

91. Wayne Brothers

Davidson

Provider of concrete and site-work construction services

2019 Rank: 83
CEO: Keith Wayne
Employees: 513

92. Best Logistics Group

Kernersville

Transportation services and management

2019 Rank: 89
CEO: Roy Cox
Employees: 500 (estimated)

93. Mickey Truck Bodies

High Point

Manufacturer of truck bodies and trailers

2019 Rank: 99
CEO: Matt Sink
Employees: 479

The company opened as a blacksmith shop 116 years ago. The fourth-generation family-owned business is one of the largest suppliers of beverage trailers, beverage bodies, side loaders and emergency vehicles in the U.S. The company distributes its vehicles to more than 50 countries around the world. It manufactures about 5,000 dry freight van bodies annually.

94. InVue Security Products

Charlotte

Provider of security products for retail displays

2019 Rank: 90
CEO: Jim Sankey
Employees: 275 (estimated)

95. Carotek

Matthews

Distributor of industrial equipment

2019 Rank: 91
President: Deryl Bell
Employees: 175 (estimated)

96. Autobell Car Wash

Charlotte

Car wash operator

2019 Rank: N/A
CEO: Chuck Howard
Employees: 3,000 (estimated)

97. Jaggaer

Morrisville

Cloud-based automation technology provider

2019 Rank: N/A
CEO: Jim Bureau
Employees: 1,000

Jaggaer is the renamed SciQuest, which started 25 years ago as an online marketplace for scientific equipment. It has evolved into a digital-procurement company, helping companies buy equipment and supplies efficiently using cloud-based technology. Private equity group Accel-KKR bought the then-public company in 2016 for \$519 million and changed its name a year later. Cinven, a British private equity group, bought controlling interest from Accel-KKR in August 2019. Jaggaer is a derivation of the German word for hunter.

98. MedStream Anesthesia Solutions

Asheville

Anesthesia services provider

2019 Rank: 101
CEO: Doug Ellington
Employees: 84

99. Myers & Chapman

Charlotte

General contractor

2019 Rank: 93
CEO: Marcus Rabun
Employees: 68

100. Smith Turf & Irrigation

Charlotte

Distributor of landscaping and irrigation equipment

2019 Rank: 95
CEO: Stephen Smith
Employees: 253

101. Daly Seven

Greensboro

Hotel management and development

2019 Rank: 96
CEO: Bob Daly
Employees: 1,200 (estimated)

102. Smart Choice Insurance

High Point

Insurance broker

2019 Rank: 97
CEO: Douglas Witcher
Employees: 60 (estimated)

103. DuBose Strapping

Clinton

Distributor of industrial equipment

2019 Rank: 98
CEO: Charles DuBose Jr.
Employees: 180

104. Prometheus Group

Raleigh

Software developer

2019 Rank: N/A
CEO: Eric Huang
Employees: 300 (estimated)

105. McGee Brothers

Monroe

Masonry contractor

2019 Rank: 100
CEO: Mike McGee
Employees: 650 (estimated)



GENERATING POWERFUL RESULTS

How North Carolina's largest residential solar power installer found great success amid pandemic

COVID-19 forced businesses to make hard decisions in March, when the virus reached pandemic status. For Mooresville-based POWERHOME SOLAR, one of the leading residential installers of solar in the U.S., its decision involved whether to remain open amid the uncertainty. It had that choice to stay open because of its status as an essential business providing energy infrastructure. Company CEO Jayson Waller and his executive team removed themselves from payroll and opted to forge ahead to give employees the opportunity to continue earning paychecks, but also gave concerned workers the chance to take leave without penalty until conditions improved.

While the company encountered soft sales over those first 30 days, the executives did not anticipate what lie ahead. Record sales months came in May, June and July, with the company discovering homeowners with strong appetites for taking control of their energy futures and investing in solar.

Also playing a part in the company's success was forming a partnership with Generac, allowing POWERHOME SOLAR to begin selling Generac's solar batteries and generators. Both items give customers opportunities to benefit from a whole-home energy package.

"We wanted to make sure that the moms and dads who needed to buy diapers and keep their families running had a chance to do that," POWERHOME SOLAR CEO Jayson Waller said of

the company's COVID response. "It was incredibly humbling and emotional when we had a number of employees volunteer to take pay cuts to improve our cash flow. That we've managed to weather this storm and emerge stronger is a testament to the team that we've built, and continue to build."

POWERHOME SOLAR began 2020 with 756 employees, but the company has since added 400 more staffers. The company is now ranked as the No. 7 residential installer in the U.S. according to Solar Power World's 2020 rankings, up one spot from a year ago, and it remains as North Carolina's No. 1 residential installer.

"We know what we're doing changes lives," Waller said. "We're building a movement of solar energy, one solar panel, one customer and one employee at a time, and every array we install gets us all to a cleaner tomorrow."



**919 N. Main Street
Mooresville, NC 28115
800-POWER-90**

powerhome.com

BNC125

TOP PRIVATE COMPANIES

106. Allen Industries

Greensboro

Sign manufacturer

2019 Rank: 115

CEO: Tom Allen

Employees: 338

107. Remi

Charlotte

Equipment-maintenance management

2019 Rank: 106

CEO: Dan Schuster

Employees: 129

108. Oliver's Oil

Lumberton

Convenience stores, distributor of petroleum products

2019 Rank: 110

CEO: Christopher Oliver

Employees: 125

\$99 million and under

109. Spectraforce Technologies

Raleigh

Staffing and consulting services

2019 Rank: 105

CEO: Amit Singh

Employees: 2,500 (estimated)

110. Capitol Broadcasting Co.

Raleigh

Media company

2019 Rank: N/A

CEO: James Goodman

Employees: 550

111. Pine Hall Brick

Winston-Salem

Brick manufacturer

2019 Rank: 107

CEO: Fletcher Steele

Employees: 350 (estimated)

112. CornerStone United

Hickory

Provider of warranties and service contracts

2019 Rank: 112

CEO: Richard Swartzel

Employees: 70

113. DMA Sales

Tabor City

Auto-body parts supplier

2019 Rank: N/A

CEO: John Treece

Employees: 89

114. Alliance of Professionals & Consultants

Raleigh

Professional and staffing services

2019 Rank: 111

CEO: W. Troy Roberts

Employees: 398

115. Systel Business Equipment

Fayetteville

Electronics dealer and service provider

2019 Rank: 116

CEO: Keith Allison

Employees: 250

116. Fairfield Chair

Lenoir

Furniture maker

2019 Rank: 117

CEO: R. Dixon Mitchell Jr.

Employees: 420

117. Majestic Kitchen & Bath Creations

Youngsville

Countertop and mirror shop

2019 Rank: N/A

CEO: Scott Byers

Employees: 246



CEO Scott Byers and three senior managers led a buyout of the business in June from Majestic's founding family, completing a transition that started in 2017. The 30-year-old company makes and sells a wide range of granite, marble, stone and other kitchen and bath products. The company has seven locations in the Carolinas, including Charlotte, Greensboro, Raleigh and Wilmington. Its payroll increased 30% in the last four years.

118. Hissho Sushi

Charlotte

Sushi bars and kiosks

2019 Rank: 118

CEO: Dan Beem

Employees: 200

119. Warren Oil

Dunn

Manufacturer and distributor of petroleum products

2019 Rank: 59

CEO: Dan Owczarzak

Employees: 431

120. Hickory Construction

Hickory

General contractor

2019 Rank: 120

CEO: Mark Baucom

Employees: 38

121. Enviro-Master Services

Charlotte

Commercial cleaning service

2019 Rank: 121

CEO: Pat Swisher

Employees: 500 (estimated)

122. Imagine Software

Charlotte

Billing-automation software for medical industry

2019 Rank: 123

CEO: Sam Khashman

Employees: 162

123. Hornwood

Lilesville

Fabric manufacturer

2019 Rank: 122

CEO: Chuck Horne

Employees: 300

124. Transportation Impact

Emerald Isle

Logistics consultant

2019 Rank: 125

CEO: Berkley Stafford

Employees: 73

125. DuBose Industries

Clinton

Service provider of steel and steel strapping

2019 Rank: N/A

CEO: Charles DuBose Jr.

Employees: 20

BNC125

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