



FILE PHOTO

## FAMILIAR FACES...

It's a Top 100 tradition: **Blue Cross and Blue Shield of Louisiana** and **Turner Industries Group LLC** occupying the top two spots on our annual private company revenue ranking. In fact, the companies have been ranked Nos. 1 and 2 every year since 1995, usually with Blue Cross—which first entered the rankings in 1994—occupying the top spot. Only in 1997 did they switch, with Turner claiming the revenue crown. Turner is one of the few companies that has made an appearance on every Top 100 list published by *Business Report*, dating back to 1986.



COURTESY TURNER INDUSTRIES

# Top 100 private companies

Ranked by total revenue

PREV. RANK	COMPANY ADDRESS PHONE   WEBSITE	TOP LOCAL EXECUTIVE	2018/2017 TOTAL REVENUE % CHANGE	LOCAL/TOTAL EMPLOYEES	LOCAL/TOTAL LOCATIONS HEADQUARTERS YEAR ESTAB.	PRODUCTS OR SERVICES
1	<b>Blue Cross and Blue Shield of Louisiana</b> 5525 Reitz Ave., Baton Rouge 70809 225-295-3307   www.bcbsla.com	I. Steven Udvarhelyi President and CEO	\$3.8 billion \$3.56 billion 6.69%	2,375 2,494	1/9 Baton Rouge 1934	Mutually owned health insurance
2	<b>Turner Industries Group LLC</b> 8687 United Plaza Blvd., Baton Rouge 70809 225-922-5050   www.turner-industries.com	Roland M. Toups Executive chairman	\$2.7 billion \$2.5 billion 8.19%	10,546 23,540	7/15 Baton Rouge 1961	Full-service general contractor; petroleum-sector maintenance contractor, modular fabrication and installation; civil, structural
3	<b>Performance Contractors Inc.</b> 9901 Performance Way, Baton Rouge 70810 225-751-4156   www.performance-br.com	Art E. Favre President	\$1.24 billion \$1.12 billion 11.21%	2,600 7,000	1/6 Baton Rouge 1979	Industrial construction, pipe fabrication, maintenance
4	<b>Raising Cane's USA LLC dba Raising Cane's Chicken Fingers</b> 100 North St., Suite 802, Baton Rouge 70802 225-383-7400   www.raisingcanes.com	Todd Graves Founder and CEO	\$1.2 billion \$975 million 23.08%	800 18,000	19/445 Baton Rouge 1996	Restaurant company
5	<b>Brown &amp; Root Industrial Services LLC</b> 2600 Citiplaza Drive, Suite 500, Baton Rouge 70808 225-778-7655   www.brownanroot.com	Andy Dupuy President and CEO	\$977.7 million \$820 million 19.23%	3,500 10,000	13/25 Baton Rouge 1919	Engineering, construction, turnaround, maintenance and specialty services including cooling towers and soft crafts
6	<b>MMR Group Inc.</b> 15961 Airline Highway, Baton Rouge 70817 225-756-5090   www.mmgrp.com	James "Pepper" Rutland President and CEO	\$802 million \$650 million 23.38%	890 5,500	5/30 Baton Rouge 1985	Chemical and petrochemical downstream; oil and gas upstream and midstream; industrial manufacturing; power generation and power development
7	<b>Dream LT LLC dba Dream Motor Group</b> 10949 Airline Highway, Baton Rouge 70816 225-490-3101   www.mbovr.com	Joseph A. Agresti Owner	\$653.67 million \$488.46 million 33.82%	105 550	1/6 Baton Rouge 1992	Automotive sales
8	<b>Associated Grocers Inc.</b> 8600 Anselmo Lane, Baton Rouge 70810 225-769-2020   www.agbr.com	Emile R. Breaux President and CEO	\$637 million \$630 million 1.11%	525 626	1/1 Baton Rouge 1950	Wholesale grocery distributor
9	<b>The Newtron Group LLC</b> 8183 W. El Cajon Drive, Baton Rouge 70815 225-927-8921   www.thenewtrongroup.com	Newton B. Thomas CEO	\$603 million \$490 million 23.06%	2,960 4,400	6/14 Baton Rouge 1973	Industrial electrical and instrumentation services
10	<b>Bernhard LLC dba Bernhard Energy Solutions</b> 8555 United Plaza Blvd., Suite 201, Baton Rouge 70809 225-706-9280   www.bernhard.com	Ed Tinsley CEO	\$550 million \$500 million 10%	1,868 2,153	4/19 Baton Rouge(1) 1919	Energy-as-a-service provider

DBA-doing business as DNR-did not respond NR-not ranked To be featured in *Business Report's* Listmakers, Top 100 private companies must have significant presence in the nine-parish Capital Region. The *Business Report* presumes the provided information is accurate. Information about 168 firms will be available to subscribers on our website. To be considered for next year's list, please contact Alaine Keisting at research@businessreport.com. Published July 16, 2019.

(1) Announced in 2019 it will headquarter in Metairie

Researched by Alaine Keisting

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## Number of Top 100 companies with a female as its top executive:

- **#14**, Lipsey's LLC, **Laurie Lipsey Aronson**
- **#25**, Louisiana Workers Compensation Corp. (LWCC), **Kristin W. Wall**
- **#55**, Salsbury's Dodge City LLC, **Leah Salsbury Duval**
- **#77**, Surgical Specialty Center of Baton Rouge, **Ann Lightfoot Heine**
- **#86**, Savard Labor & Marine Inc., **Jill Savard**



Laurie Lipsey Aronson



Kristin W. Wall

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11	<b>Excel Group</b> 8641 United Plaza Blvd., Baton Rouge 70809 225-408-1300   www.excelusa.com	David E. Roberts CEO	\$549 million \$510 million 7.65%	1,500 4,500	4/10 Baton Rouge 1983	Industrial project mgt., construction, maintenance, turnarounds, specialty services, disaster recovery
12	<b>Cajun Industries LLC</b> 15635 Airline Highway, Baton Rouge 70817 225-753-5857   www.cajunusa.com	Todd Grigsby CEO	\$515.78 million \$616.34 million -16.32%	1,000 2,500	3/4 Baton Rouge 1973	General, civil and mechanical construction; deep foundations, marine work, fabrication; building construction
13	<b>All Star Automotive Imports LLC dba All Star Automotive Group</b> 13000 Florida Blvd., Baton Rouge 70815 225-298-3210   www.allstarautomotive.com	Matthew G. McKay President and CEO	\$485.35 million \$457.69 million 6.04%	716 716	12/12 Baton Rouge 1987	Automobile sales and service
14	<b>Lipsey's LLC</b> 7277 Exchequer Drive, P.O. Box 83280, Baton Rouge 70809 225-755-1333   800-666-1333   www.lipseys.com	Laurie Lipsey Aronson CEO and president	\$452 million \$422.4 million 7.01%	122 122	1/1 Baton Rouge 1953	Wholesale distributor of firearms
15	<b>Price LeBlanc LC</b> 13250 Airline Highway, Baton Rouge 70817 225-408-1100   www.leblancauto.com	Brent P. LeBlanc President	\$415.12 million \$453.12 million -8.39%	345 439	3/4 Baton Rouge 1965	Automobile sales and service
16	<b>Lard Oil Company Group</b> 914 Florida Ave. SW, Denham Springs 70726 225-664-3311   www.lardoil.com	Johnny Milazzo President and CEO	\$387.97 million \$291.86 million 32.93%	185 416	2/8 Denham Springs 1922	Multi-state fuels and lubricants distributor; convenience store operator; filtration services; national fleet card
17	<b>ISC Constructors LLC</b> 20480 Highland Road, Baton Rouge 70817 225-756-8001   www.iscgrp.com	Jerry Rispone Co-founder, owner and CEO	\$367 million \$312.6 million 17.4%	960 3,350	1/4 Baton Rouge 1989	Industrial electrical, instrumentation and controls company providing engineering, construction and maintenance services
18	<b>Hargrove and Associates</b> 4150 S. Sherwood Forest Blvd., Suite 210, Baton Rouge 70816 225-227-2000   www.hargrove-epc.com	Nigam Patel Baton Rouge operations leader	\$355.27 million \$247.2 million 43.72%	448 2,141	1/13 Mobile, Ala. 2010	Full-service, multi-discipline EPC, engineering, automation and technical services firm
19	<b>Republic Finance LLC</b> 7031 Commerce Circle, Baton Rouge 70809 225-927-0005   www.republicfinance.com	Rex Ellison President and CEO	\$349.16 million \$287.34 million 21.51%	245 1,150	6/208 Baton Rouge 1955	Consumer finance
20	<b>Sterling International LLC</b> 18212 E. Petroleum Drive, Suite 6-A, Baton Rouge 70809 225-756-1606	Shane Richardson President and CEO	\$303.32 million \$270.73 million 12.04%	5 20	1/2 Baton Rouge 1992	Plastics industry

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## And this year's biggest gainer is...

**The Workforce Group LLC, Bart Farmer's disaster management company,** saw its revenues explode to \$34.96 million in 2018, up a remarkable 335.33%. Less exciting is what sparked the growth: a rise in the number of natural disasters.

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21	<b>AWC Inc.</b> 6655 Exchequer Drive, Baton Rouge 70809 225-752-1100   www.awc-inc.com	Bob Wenyon CEO	\$298.41 million \$260.09 million 14.74%	138 460	6/32 Baton Rouge 1965	Industrial instrumentation, automation, electrical, and valves, flow control products and lifecycle services
22	<b>The Lemoine Company LLC(1)</b> 15555 Airline Highway, Baton Rouge 70817 225-383-3710   833-536-6463   www.lemoinecompany.com	Leonard K. Lemoine President and CEO	\$295 million \$298.5 million -1.17%	68 246	3/4 Lafayette 1975	Preconstruction; general contracting, construction management; CMaR; design-build; integrated project delivery; pre-site selection; development
23	<b>Kearns Enterprises dba Raymond Martin Data Systems LLC</b> 4709 Bluebonnet Blvd., Suite A, Baton Rouge 70809 225-291-9300   www.kearns.com	Jeffrey Kearns CEO	\$286.26 million(2) \$300 million -4.58%	213 741	DNR/DNR Baton Rouge 1981	Industrial gases, equipment, supplies, parts and services
24	<b>Dupré Logistics LLC</b> 1115 Mengel Road, Baton Rouge 70807 225-354-3700   www.duprelogistics.com	Reggie Dupre' CEO	\$270.11 million \$219.44 million 23.09%	200 1,300	0/29 Lafayette 1980	Logistics and transportation
25	<b>Louisiana Workers Compensation Corp. aka LWCC</b> 2237 S. Acadian Thruway, Baton Rouge 70808 225-924-7788   www.lwcc.com	Kristin W. Wall President and CEO	\$267.8 million \$275.07 million -2.64%	244 244	1/1 Baton Rouge 1991	Private, nonprofit mutual worker' compensation insurance company
26	<b>Setpoint Integrated Solutions Inc.</b> 19011 Highland Road, Baton Rouge 70809 225-753-3290   www.setpointis.com	Jeff Birch President and CEO	\$254.4 million \$194.6 million 30.73%	175 725	1/14 Baton Rouge 1959	Industrial services and solutions for automation, valve, pressure relief, instrument and filtration needs
27	<b>Boh Bros. Construction Co. LLC</b> 9517 Jefferson Highway, Baton Rouge 70809 225-753-0100   www.bohbros.com	Jeff Plauche Senior VP of pre-construction and development	\$240 million \$242 million -0.83%	225 900	1/4 Baton Rouge 1909	Heavy civil construction, pile driving, site work, paving, underground utilities and marine facilities
28	<b>Hollingsworth Richards LLC dba Hollingsworth Richards Auto Group</b> 7787 Florida Blvd., Baton Rouge 70806 225-927-5555   www.hollingsworthrichards.com	Mike Hollingsworth, Kent W. Richards, Polly R. Lemoine, Gaye R. Hollingsworth Partners	\$236.6 million \$232.18 million 1.9%	200 299	5/8 Baton Rouge 1996	Automobile sales
29	<b>Gerry Lane Enterprises Inc.</b> 6505 Florida Blvd., Baton Rouge 70806 225-926-4600   www.gerrylane.com	Eric Lane President	\$233.32 million \$238.45 million -2.15%	306 306	3/3 Baton Rouge 1966	Automobile sales and service
30	<b>Dixie Electric Membership Corp. dba DEMCO</b> 16262 Wax Road, Greenwell Springs 70739 225-261-1177   844-693-3626   www.demco.org	Randy Pierce CEO and general manager	\$224.04 million \$207.75 million 7.84%	228 228	7/7 Central 1938	Electric utility with a cooperative business model

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(1) Became part of Brown & Root in 2019 (2) Averaged 2016-17 revenue

68

## Ups and downs...

It was largely a good year for Top 100 companies, with 68 posting a revenue gain in 2018, against 31 seeing a decline. One company had flat revenue.

**The average percentage gain among revenue winners was 18.9%, while the average decline from losers was 8.1%.** Worth noting: Each of the top 10 companies in this year's list saw revenue growth.

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31	<b>Smith Tank &amp; Steel</b> 42422 Louisiana 30, Gonzales 70737 225-644-8747   www.smith-tank.com	Sam Smith, Billy Smith Owners	\$194.94 million \$183.25 million 6.38%	500 500	1/1 Gonzales 1997	Above-ground storage tank and ASME pressure vessel construction, maintenance and repair; mechanical and civil construction services
32	<b>Specialty Welding and Turnarounds LLC</b> 40492 Cannon Road, Gonzales 70737 225-644-1200   www.swatservice.com	Johnny Holifield President	\$189.5 million \$165 million 14.85%	955 2,200	1/3 Gonzales 2014	General mechanical and specialty welding in the petrochemical and refining sector
33	<b>The Spine Hospital of Louisiana</b> 10105 Park Rowe Circle, Baton Rouge 70810 225-763-9900   www.spinehola.com	Robert D. Blair President and CEO	\$173.44 million \$166.03 million 4.46%	167 167	1/1 Baton Rouge 2004	Minimally invasive laser, robotic-assisted and complex spinal surgery; comprehensive pain management
34	<b>Fabre Group</b> 13550 Airline Highway, Baton Rouge 70817 225-753-8400   www.fabregroup.com	David L. Fabre, John B. Fabre Member/dealers	\$162.14 million \$150.86 million 7.48%	125 163	3/4 Baton Rouge 1986	Automobile sales
35	<b>L&amp;B Holdings LLC</b> 708 Highway 190, Port Allen 70767 225-387-0955   www.landbtransport.com	Louis Vielee President	\$159.16 million \$156.93 million 1.42%	288 288	3/2 Port Allen 1984	Liquid bulk transportation, chemical bulk trailer leasing, fuel sales, real estate leasing and video poker operations
36	<b>Brian Harris Automotive Group</b> 11955 Airline Highway, Baton Rouge 70817 225-272-6500   www.brianharrisautogroup.com	Richard J. Martorana Platform manager	\$157.75 million \$169.42 million -6.89%	180 180	3/3 Baton Rouge 1984	Automobile sales
37	<b>Ford Bacon &amp; Davis LLC</b> 12021 Lakeland Park Blvd., Baton Rouge 70809 225-292-0050   www.fbd.com	Rick Moore President	\$156.83 million \$163.11 million -3.85%	624 851	2/8 Baton Rouge 1973	All-discipline engineering, full-service procurement, project/construction management
38	<b>Arkel Group</b> (1) 1048 Florida St., Baton Rouge 70802 225-344-1023   www.arkelconstructors.com	John H. Fife, George Knost Presidents	\$154.5 million \$165.12 million -6.43%	98 285	1/2 Baton Rouge 1981	Industrial, commercial construction; industrial maintenance; trucking and intermodal drayage; international infrastructure services
39	<b>Milton J. Womack Inc.</b> 8400 Jefferson Highway, Baton Rouge 70809 225-924-8050   www.mjwomack.com	Terry T. Hill President	\$148.52 million \$152.13 million -2.37%	75 103	1/15 Baton Rouge 1964	General contractor
40	<b>Ralph Sellers Chrysler Dodge Jeep Hyundai Chevrolet</b> 14215 N. Airline Highway, P.O. Box 1208, Gonzales 70737 225-388-9875   www.ralphsellers.com	Ralph Sellers, P.R. "Trey" Sellers Owners	\$138.47 million \$123.46 million 12.15%	159 159	2/2 Gonzales 1984	Automobile sales and service

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(1) Arkel Constructors LLC and Arkel International LLC

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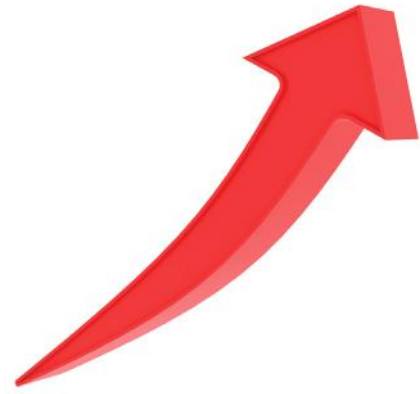
Researched by Alaine Keisling



## Number of Top 100 companies that had revenue growth of 25% or higher in 2018:



- **#91**, The Workforce Group LLC, **335.33%**
- **#65**, Block Companies, **87.65%**
- **#53**, Maclaff Inc., **78.15%**
- **#18**, Hargrove and Associates, **43.72%**
- **#89**, Click Here Publishing LLC, **40.84%**
- **#7**, Dream Motor Group, **33.82%**
- **#16**, Lard Oil Company Group, **32.93%**
- **#26**, Setpoint Integrated Solutions Inc., **30.73%**
- **#92**, BBQ Guy's Manufacturing LLC (Blaze Outdoor Products), **29.24%**
- **#85**, Barber Brothers Contracting Co., **25.78%**
- **#93**, Stuart & Co. General Contractors LLC, **25.06%**



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41	<b>The NeuroMedical Center APMC</b> 10101 Park Rowe Ave., Suite 200, Baton Rouge 70810 225-769-2200   www.theneuromedicalcenter.com	Benjamin Boudreaux CEO	\$138.44 million(1) \$141.87 million -2.42%	210 DNR	1/9 Baton Rouge 1978	Adult and pediatric neurosurgery, neurology, physical medicine and rehabilitation, pain medicine, neuropsychology and neuroradiology
42	<b>Lyons Specialty Co.</b> 2800 Louisiana 1, Port Allen 70767 225-356-1319   www.lyons-aav.com	Hugh Raetzsch Owner and CEO	\$133.94 million \$132.99 million 0.72%	92 92	1/1 Port Allen 1923	Wholesale grocery distributor
43	<b>EATEL LLC(2)</b> 913 S. Burnside Ave., Gonzales 70737 225-621-4300   www.eatel.com	Joshua Descant President	\$131 million \$133.89 million -2.16%	280 350	10/16 Gonzales 1935	Telecommunication provider, home security, data center solutions, cloud virtualizations and managed IT
44	<b>Robinson Brothers Ford Lincoln LLC</b> 11455 Airline Highway, Baton Rouge 70816 225-293-8900   www.robinsonbrothers.com	Maxwell "Chip" Robinson, Maxwell "Mackie" Robinson Owners	\$120.9 million(1) \$123.8 million -2.34%	132 132	1/1 Baton Rouge 1946	Automobile sales
45	<b>Valluzzo Companies</b> 8710 Jefferson Highway, Baton Rouge 70809 225-300-8960	John C. Valluzzo, Nicholas Valluzzo, Michael Valluzzo Owners	\$118.35 million \$118.95 million -0.5%	1,500 2,800	1/2 Baton Rouge 2010	Restaurants
46	<b>Lavigne Oil Co.</b> 11203 Proverbs Ave., Baton Rouge 70816 225-952-7900   www.lavigneoil.com	Chip Lavigne President	\$117.82 million \$108.27 million 8.82%	27 29	1/1 Baton Rouge 2009	Shell, Chevron, and Union 76 jobber, wholesale fuel distributor
47	<b>Latter &amp; Blum Companies LLC</b> 1700 City Farm Drive, Baton Rouge 70806 225-295-0800   www.latter-blum.com	Karl Landreneau Director of commercial real estate	\$115.34 million \$114.57 million 0.67%	16 135	4/29 New Orleans 1917	Real estate residential sales, insurance, mortgage, commercial sales, appraisal
48	<b>ShoppersChoice.com LLC dba BBQGuys</b> 8151 Airline Highway, Baton Rouge 70815 877-743-2269   www.bbqguys.com	Michael Hackley CEO and owner	\$113.49 million \$100.73 million 12.67%	175 175	1/1 Baton Rouge 1998	Online e-commerce retailer
49	<b>Level Construction and Development LLC dba Level Homes</b> 402 N. Fourth St., Baton Rouge 70802 225-338-6120   www.levelhomeslifestyle.com	John M. Engquist, Ryan Engquist Todd Waguespack, Owners	\$111 million \$112 million -0.89%	35 35	1/1 Baton Rouge 2005	Residential construction and development
50	<b>Capitol Companies of Baton Rouge LLC</b> 11055 Airline Highway, Baton Rouge 70816 225-293-3500   www.capitolcompaniesgroup.com	Ladd C. Spring, Mark B. Spring, Davin O. Spring Member managers	\$108.43 million \$114.89 million -5.63%	150 150	8/8 Baton Rouge 1964	Vehicle sales and service; manufacturing, construction; transportation

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(1) Averaged 2016-17 revenue (2) Acquired by Reserve Communications and Computer Corp., a subsidiary of RTC Holdings LLC owned by the Reilly family, in May 2019

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Researched by Alaine Keisling



## Number of Top 100 companies that had a revenue decline of 10% or higher in 2018:

- **#78**, Community Coffee Company LLC, **-78.28%\***
- **#52**, MAPP LLC, **-23.99%**
- **#51**, The Celtic Group, **-17.67%**
- **#12**, Cajun Industries LLC, **-16.32%**
- **#81**, JB James Construction LLC, **-13.1%**
- **#68**, ProSource Wholesale Flooring, **-10.66%**

\*Community Coffee declines to provide revenue figures so we use various third-party sources to find reportable data. This year, we relied on D&B Hoovers which had an estimate much lower than previously used sources.



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51	<b>The Celtic Group</b> 3888 S. Sherwood Forest Blvd., Bldg. 1, Baton Rouge 70816 225-752-2490   877-752-2359   www.celticgroup.com	Michael J. O'Connor Chairman and CEO	\$101.56 million \$123.36 million -17.67%	43 56	2/8 Baton Rouge 1985	Transportation and logistics; movie production facility; steamship agency; real estate management
52	<b>MAPP LLC</b> 344 Third St., Baton Rouge 70801 225-757-0111   www.mappbuilt.com	Michael A. Polito President and CEO	\$100.2 million \$130.8 million -23.39%	69 134	2/4 Baton Rouge 1991	New construction, tenant improvement projects, facility renovations and facility maintenance
53	<b>Maclaff Inc.</b> 7800 Office Park Blvd., Baton Rouge 70809 504-800-4901   www.mcdonalds.com	Edward "EJ" Krampe President and CEO	\$98.75 million \$55.43 million 78.15%	1,450 2,780	26/45 Lafayette 2018	Restaurant
54	<b>Pala Group Inc.</b> 16347 Old Hammond Highway, Baton Rouge 70816 225-272-5194   www.palagroup.com	Scott Barringer CEO	\$97.08 million \$101.6 million -4.44%	530 700	1/4 Baton Rouge 1973	Employee-owned industrial construction and maintenance
55	<b>Salsbury's Dodge City LLC dba Salsbury's Chrysler Dodge Jeep Ram</b> 9550 Airline Highway, Baton Rouge 70815 225-926-8800   www.salsburys.com	Leah Salsbury Duval President	\$91 million(1) \$90.46 million 0.59%	108 108	1/1 Baton Rouge 1986	Automobile sales
56	<b>Mockler Beverage Co.</b> 11811 Reiger Road, Baton Rouge 70809 225-408-4283   www.mocklerbeverage.com	Timothy Mockler, Patrick Mockler Owners	\$89.68 million \$91.96 million -2.48%	150 150	1/1 Baton Rouge 1987	Wholesale beverage distribution
57	<b>Group Industries LLC</b> 15055 Jefferson Highway, P.O. Box 83560, Baton Rouge 70817 225-752-2500   www.group-industries.com	David H. Arrighi CEO and owner	\$89 million \$88.5 million 0.56%	175 350	1/3 Baton Rouge 1996	Industrial contractor, refineries, chemical and petro-chemical facilities
58	<b>Window World of Baton Rouge LLC</b> 8405 Airline Highway, Baton Rouge 70815 225-706-2100   www.windowworldinfo.com	James Roland President	\$87.54 million \$80.68 million 8.51%	82 167	1/7 Baton Rouge 2002	Replacement contractor
59	<b>Royal Nissan LLC</b> 9325 Airline Highway, Baton Rouge 70815 225-924-0400   www.royalnissan.com	Brad Smith President	\$84.13 million(1) \$78.54 million 7.12%	75 75	1/1 Baton Rouge 1978	Automobile sales
60	<b>Richard Oil and Fuel Holding Co.</b> 2330 Louisiana 70, Donaldsonville 70346 225-473-8389   www.richardoil.com	Tony Savoie Owner	\$83.85 million \$81.17 million 3.29%	130 130	11/11 Donaldsonville 1972	Bulk fuel and lubricant distribution; convenience stores

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DON KADAFIR

**133**  
years

**The oldest company on this year's list...**

**B. Olinde & Sons Co.**

And it's not even close, with the Baton Rouge furniture institution founded in 1886. Unfortunately, this will be Olinde's last time on our Top 100 as the family sold the company to a Memphis-based firm in early 2019.

**Top 100 private companies**

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61	<b>Wampold Companies</b> 4171 Essen Lane, Suite 450, Baton Rouge 70809 225-215-1800   www.wampold.com	Mike Wampold CEO	\$83.05 million \$80.25 million 3.49%	100 128	16/20 Baton Rouge 1981	Property management; real estate development
62	<b>Capitol City Produce Company LLC</b> 16550 Commercial Ave., Baton Rouge 70816 225-272-8153   www.capitolcityproduce.com	Darin Arceneaux President	\$81.7 million \$77.5 million 5.42%	215 225	1/1 Baton Rouge 1947	Wholesale and retail produce and specialty items
63	<b>The Coastal Companies</b> 4825 Jamestown Ave., Baton Rouge 70808 225-766-0244   www.coastalbridge.com	Kelly Sills Owner	\$80.32 million(1) \$79.32 million 1.26%	193 DNR	1/5 Baton Rouge 1954	Highway, bridge, marine, industrial construction
64	<b>Luba Casualty Insurance Company</b> 2351 Energy Drive, Suite 2000, Baton Rouge 70808 225-389-5822   888-884-5822   www.lubawc.com	David J. Bondy Founder and CEO	\$78 million \$77 million 1.3%	93 93	1/1 Baton Rouge 1991	Regional workers' compensation carrier
65	<b>Block Companies LLC</b> 619 Jefferson Highway, Suite 2G, Baton Rouge 70806 225-930-9960   www.blockcompanies.com	Jason E. Keller, Stephen D. Keller, Paul J. Simpson Owners	\$77.5 million \$41.3 million 87.65%	18 40	1/1 Baton Rouge 2005	Multi-family new and value-added, commercial, retail construction
66	<b>B. Olinde &amp; Sons Co.</b> 9536 Airline Highway, Baton Rouge 70815 225-926-3380   www.olindes.com	Thomas Olinde President	\$73.5 million \$75 million -2%	168 DNR	6/12 Baton Rouge 1886	Retail furniture stores
67	<b>Utility Holdings dba Baton Rouge Water Co.</b> 8755 Goodwood Blvd., Baton Rouge 70806 225-231-0328   www.batonrougewater.com	Patrick J. Kerr President and CEO	\$70.34 million \$68.47 million 2.73%	257 340	1/7 Baton Rouge 1986	Water utility
68	<b>ProSource Wholesale Flooring</b> 3049 S. Sherwood Blvd., Baton Rouge 70816 225-248-4811   www.prosourcewholesale.com	Daniel Kennedy CEO and owner	\$66.64 million \$74.59 million -10.66%	120 178	6/13 Baton Rouge 1999	Wholesale flooring
69	<b>Acme Refrigeration of Baton Rouge LLC</b> 11844 S. Choctaw Drive, Baton Rouge 70815 225-273-1740   www.acmeref.com	Adrian E. "Manny" Kaiser President	\$61.55 million(1) \$63.1 million -2.46%	49 DNR	7/19 Baton Rouge 1945	Distributor of heating, ventilation, air conditioning and refrigeration equipment, parts and supplies
70	<b>JM Test Systems Inc.</b> 7323 Tom Drive, Baton Rouge 70806 225-925-2029   www.jmtest.com	Scott K. Morrison President	\$59.91 million \$50.56 million 18.48%	267 425	1/11 Baton Rouge 1982	Testing laboratories; manufactures electronic test and measurement instruments

DBA-doing business as DNR-did not respond NR-not ranked To be featured in *Business Report's* Listmakers, Top 100 private companies must have significant presence in the nine-parish Capital Region. The *Business Report* presumes the provided information is accurate. Information about 168 firms will be available to subscribers on our website. To be considered for next year's list, please contact Alaine Keisting at research@businessreport.com. Published July 16, 2019.

Researched by Alaine Keisting

(1) Averaged 2016-17 revenue



# 1 year

## The youngest company on this year's list... Maclaff Inc.

While a version of the company has operated in Lafayette for years, this nascent incarnation is the result of McBR Management Company, the oldest franchisee of McDonald's restaurants in the area, selling in April 2018 its 26 locations to McDonald's of Acadiana, a family-owned franchise group in the Lafayette area.

## Top 100 private companies

Ranked by total revenue

PREV. RANK	COMPANY ADDRESS PHONE   WEBSITE	TOP LOCAL EXECUTIVE	2018/2017 TOTAL REVENUE % CHANGE	LOCAL/TOTAL EMPLOYEES	LOCAL/TOTAL LOCATIONS HEADQUARTERS YEAR ESTAB.	PRODUCTS OR SERVICES
71	<b>Tony's Seafood Ltd.(1)</b> 5215 Plank Road, Baton Rouge 70805 225-357-9669   www.louisianafishfry.com	Bill J. Pizzolato President and CEO	\$59.9 million \$61.1 million -1.96%	259 259	1/1 Baton Rouge 1972	Seafood sales; seasoning and spices factory
72	<b>Postlethwaite &amp; Netterville</b> 8550 United Plaza Blvd., Suite 1001, Baton Rouge 70809 225-922-4600   www.pncpa.com	Dan Gardiner CEO and managing director	\$59.53 million \$58.31 million 2.1%	284 414	4/8 Baton Rouge 1949	Accounting and auditing, tax, business consulting and technology
73	<b>Lee Michaels Jewelers LLC dba Lee Michaels Fine Jewelry</b> 5630 Bankers Ave., Baton Rouge 70808 225-291-9094   www.lmfj.com	Scott J. Berg President	\$56.5 million \$53.45 million 5.71%	73 154	3/10 Baton Rouge 1978	Celebrating or recognizing special moments with a memorable gift
74	<b>Classic Industrial Services Inc.</b> 456 Highlandia Drive, Baton Rouge 70810 225-756-4450   www.classicindustrial.com	Mike Landes President and CEO	\$54 million \$49.3 million 9.53%	23 300	1/4 Baton Rouge 1987	Specialty construction firm supporting industrial and heavy commercial construction
75	<b>PreSonus Audio Electronics</b> 18011 Grand Bay Court, Baton Rouge 70809 225-216-7887   www.presonus.com	Stephen Fraser CEO	\$53.91 million \$50.17 million 7.46%	80 135	1/5 Baton Rouge 1995	Audio hardware, software, sound reinforcement, broadcast, sound design and education, internet audio
76	<b>Master Vac Industrial Services/Dynamic Environmental Services</b> 6260 Louisiana 73, Geismar 70734 225-677-5446   www.mastervac.com	Brent C. Upton, Damon M. Wood Owners	\$51 million \$43 million 18.6%	152 268	2/5 Geismar 1998	Maintenance and cleaning services for industry and oilfield; transportation of industrial products and waste and oil field fluids and waste
77	<b>Surgical Specialty Center of Baton Rouge</b> 8080 Bluebonnet Blvd., Baton Rouge 70810 225-408-8080   www.sscbr.com	Ann Lightfoot Heine CEO	\$49.06 million \$46 million 6.66%	209 209	1/1 Baton Rouge 2003	Acute care hospital
78	<b>Community Coffee Company LLC</b> 3332 Partridge Lane, Bldg. A, Baton Rouge 70809 225-291-3900   800-525-5583   www.communitycoffee.com	David Belanger President and CEO	\$48.68 million(2) \$234.89 million -79.28%	300 DNR	4/DNR Baton Rouge 1919	Coffee and coffee products
79	<b>Stonetrust Commercial Insurance Co.</b> 5615 Corporate Blvd., Suite 700, Baton Rouge 70808 225-923-1050   www.stonetrustinsurance.com	Michael G. Dileo President and CEO	\$47.03 million \$52.13 million -9.79%	32 50	1/1 Baton Rouge 1993	Regional insurance
80	<b>Moody-Price LLC</b> 18320 Petroleum Drive, Baton Rouge 70809 225-767-7755   www.moodyprice.com	Danny A. Daniel President and COO	\$46 million(3) \$43 million 6.98%	49 DNR	2/12 Baton Rouge 1955	Industrial distributor, manufacturers' representative, instrumentation and filtration products

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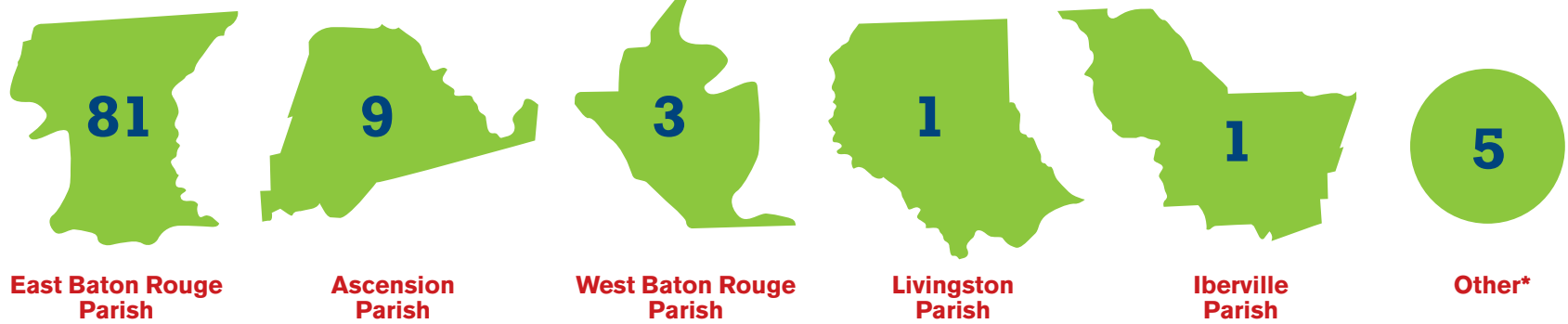
(1) Sold Louisiana Fish Fry Products in October 2018 (2) D&B Hoovers (3) Averaged 2016-17 revenue

All rankings are determined solely through independent research. Highlighted entries are for those companies that pay a fee for an upgraded listing after their eligibility for the list has been determined.

Researched by Alaine Keisting



## Where they are located...



\*Beginning next year, only private companies headquartered in the Capital Region will be included in the Top 100 list.

## Top 100 private companies

Ranked by total revenue

PREV. RANK	COMPANY ADDRESS PHONE   WEBSITE	TOP LOCAL EXECUTIVE	2018/2017 TOTAL REVENUE % CHANGE	LOCAL/TOTAL EMPLOYEES	LOCAL/TOTAL LOCATIONS HEADQUARTERS YEAR ESTAB.	PRODUCTS OR SERVICES
81	<b>JB James Construction LLC</b> 1881 Wooddale Blvd., Baton Rouge 70806 225-927-3131   www.jbjamesllc.com	Jeff James President	\$45.38 million \$52.22 million -13.1%	100 150	2/4 Baton Rouge 2002	Heavy highway and bridge construction
82	<b>Beard Construction Group LLC</b> 3970 Rosedale Road, Port Allen 70767 225-387-2339   www.beardconstructiongroup.com	James A. Beard CEO	\$45.3 million \$43 million 5.35%	208 208	1/1 Port Allen 2004	Industrial construction; heavy civil and earthwork
83	<b>Area Wholesale Tire Co. LLC</b> 5930 McClelland Drive, Baton Rouge 70805 225-356-2548   www.areawholesale.com	William B. Potter President	\$44 million(1) \$44 million 0%	51 DNR	1/6 Baton Rouge 1961	Wholesale distribution of tires; tubes and truck tire retreading
84	<b>Trosclair &amp; Trosclair Inc. dba Ralph's Market</b> 15013 Louisiana 44, Gonzales 70737 225-622-4044   www.ralphsag.com	Brandon Trosclair President	\$43 million \$42 million 2.38%	250 250	4/4 Gonzales 1984	Retail, grocery, meat, deli, bakery, produce
85	<b>Barber Brothers Contracting Co.</b> 2636 Dougherty Drive, Baton Rouge 70805 225-355-5611   www.barber-brothers.com	A. Lee Barber Manager	\$40.25 million \$32 million 25.78%	180 180	1/1 Baton Rouge 1928	Highway and heavy construction
86	<b>Savard Labor &amp; Marine Inc.</b> 1772 Wooddale Blvd., Baton Rouge 70806 225-930-0685   844-472-8273   www.savardgroup.net	Jill Savard CEO	\$40 million \$35 million 14.29%	450 1,200	1/10 Baton Rouge 1998	Skilled and unskilled labor supply
87	<b>Manda Packing Co. LLC dba Manda Fine Meats</b> 2545 Sorrel Ave., P.O. Box 3374, Baton Rouge 70821 225-344-7636   www.mandafinemeats.com	Thomas W. Yarborough, Robert V. Yarborough, Stephen J. Yarborough Owners	\$38.99 million \$39.63 million -1.6%	150 150	3/3 Baton Rouge 1947	Meat processing
88	<b>AKM LLC dba Volks Constructors</b> 17474 Jefferson Highway, Prairieville 70769 225-673-3236   www.volksconstructors.com	Lawson King President	\$38.9 million \$35.2 million 10.51%	261 261	1/1 Prairieville 1973	Industrial fabrication, field construction services
89	<b>Click Here Publishing LLC</b> 9448 Brookline Ave., Baton Rouge 70809 225-383-0333   www.clickheredigital.com	Bo White CEO	\$36.5 million \$25.92 million 40.84%	60 70	2/2 Baton Rouge 1993	Digital marketing agency
90	<b>CMA Technology Solutions</b> 8180 YMCA Plaza Drive, Baton Rouge 70810 225-927-9200   www.cmaontheweb.com	Chad LeMaire President and CEO	\$35.08 million \$34.04 million 3.05%	59 66	1/3 Baton Rouge 1984	IT managed services, hosting, security; data center planning; hardware and software sales

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## Flashback: What it took to make the first Top 100 List...

We've been doing the Top 100 private companies list since 1986 and if you wanted to be a member of that inaugural class then you needed to have 1985 revenue of **\$10 million**, which was the case for Polaris Corporation, the Baton Rouge-based natural gas distributor who checked in at No. 100. Adjusted for inflation, that's **\$23.3 million** in 2018 dollars. Yet to make the list this year, a company needed to earn at least **\$29.6 million**, an increase of 23.8%.



# Top 100 private companies

Ranked by total revenue

PREV. RANK	COMPANY ADDRESS PHONE   WEBSITE	TOP LOCAL EXECUTIVE	2018/2017 TOTAL REVENUE % CHANGE	LOCAL/TOTAL EMPLOYEES	LOCAL/TOTAL LOCATIONS HEADQUARTERS YEAR ESTAB.	PRODUCTS OR SERVICES
91	<b>The Workforce Group LLC</b> 9544 Fenway Avenue, Baton Rouge 70809 225-475-3360   www.theworkforcegroup.org	Bart Farmer Managing partner	\$34.96 million \$8.03 million 335.33%	52 63	1/8 Baton Rouge 2013	Disaster recovery/assistance and construction management programs; industrial staffing; insurance claims adjusting and claims administration
92	<b>BBQ Guy's Manufacturing LLC dba Blaze Outdoor Products</b> 6620 Greenwell Springs Road, Baton Rouge 70815 866-976-9510   www.blazegrills.com	Michael Hackley CEO and owner	\$34.95 million \$27.04 million 29.24%	26 26	1/1 Baton Rouge 2012	Grill manufacturer
93	<b>Stuart &amp; Co. General Contractors LLC</b> 4320 Jeffrey Drive, Baton Rouge 70816 225-293-8650   www.stuartandcompany.com	Duane L. Mizell CEO	\$33.64 million \$26.9 million 25.06%	42 42	1/1 Baton Rouge 2003	Construction
94	<b>Compliance EnviroSystems LLC</b> 1401 Seaboard Drive, Baton Rouge 70810 225-769-2933   www.ces-sses.com	Brad Dutruch President	\$32.77 million \$32.3 million 1.46%	71 162	1/5 Baton Rouge 1995	Full-service professional storm sewer and sanitary sewer evaluation firm
95	<b>G.E.O. Heat Exchangers</b> 3650 Cypress Drive, St. Gabriel 70776 225-642-8900   www.geoheat.com	Gene E. "Buddy" Ohmstede CEO	\$31.69 million \$26.45 million 19.81%	162 162	1/1 St. Gabriel 1996	Fabrication, repair of heat exchangers for refineries, chemical plants and power industries
96	<b>Iron Horse Financial Inc.</b> 9800 Airline Highway, Baton Rouge 70816 225-766-9700   www.ironhorse-financial.com	John Paul Caswell President	\$31 million \$28.5 million 8.77%	35 50	2/6 Baton Rouge 1962	Fanatical planning and strategies
87	<b>Roofing Solutions LLC</b> 37302 Commerce Lane, Prairieville 70769 225-744-3912   www.roofingsolutionsla.com	Lautaro de la Cruz, Tupac de la Cruz Owners	\$31 million \$35.6 million -12.93%	25 75	1/4 Prairieville 2004	Commercial roofing, sheet metal, and architectural wall panel systems contractor
98	<b>Sparkhound LLC</b> 11207 Proverbs Ave., Baton Rouge 70816 225-216-1500   800-217-1500   www.sparkhound.com	Shawn Usher CEO	\$30 million \$24.2 million 23.97%	120 230	1/4 Baton Rouge 1998	Business, IT and HR consulting
99	<b>Notoco Industries</b> 10380 Airline Highway, Baton Rouge 70816 225-292-1303   www.notocoinc.com	Charles J. Noto President	\$29.7 million \$30.06 million -1.2%	55 82	1/4 Baton Rouge 1977	Electrical supplies; lighting; appliances and hardware
100	<b>CSRS Inc.</b> 6767 Perkins Road, Suite 200, Baton Rouge 70808 225-769-0546   www.csrsinc.com	Tim Barfield President	\$29.6 million \$27.5 million 7.64%	107 128	1/4 Baton Rouge 1978	Program management; planning; civil engineering, project management, consulting

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