

## Area's Largest Private Cos.

Ranked by 2008 revenue

Rank	Prior rank	Company	2008 revenue	Mass. employees	Total employees	Services	CEO
1	1	<b>Fidelity Investments</b> 82 Devonshire St., Boston 02109 (800) 343-3548 www.fidelity.com	\$12,900,000,000	9,500	38,500	Financial services	Edward Johnson CEO
2	2	<b>Cumberland Farms Inc.</b> 777 Dedham St., Canton 02021 (781) 828-4900 www.cumberlandfarms.com	\$8,100,000,000	NA	7,000	Convenience store operator	Joseph Petrowski CEO
3	3	<b>International Data Group (IDG)</b> 3 Post Office Square, Boston 02109 (617) 423-9030 www.idg.com	\$3,200,000,000	NA	13,000	Technology media, events and research company	Patrick McGovern Chairman, CEO
4	4	<b>Herb Chambers Cos.</b> 259 McGrath Highway, Somerville 02143 (617) 666-8333 www.herbchambers.com	\$1,640,922,000	1,626	1,712	Automobile sales and service	Herb Chambers Chairman, CEO
5	5	<b>New Balance Athletic Shoe Inc.</b> 20 Guest St., Boston 02135 (617) 783-4000 www.newbalance.com	\$1,640,000,000	NA	4,000	Athletic shoe and apparel manufacturer and retailer	Robert DeMartini CEO
6	7	<b>Suffolk Construction Co. Inc.</b> <sup>1</sup> 65 Allerton St., Boston 02119 (617) 445-3500 www.suffolkconstruction.com	\$1,569,779,033	365	686	Construction management, general contracting	John Fish CEO
7	6	<b>Big Y Foods</b> 2145 Roosevelt Ave., Springfield 01102 (413) 784-0600 www.bigy.com	\$1,330,000,000	6,000	9,200	Supermarket chain	Donald D'Amour Chairman, CEO
8	8	<b>Nyro Inc.</b> 101 Union St., Clinton 01510 (978) 365-9721 www.nyro.com	\$1,163,600,000	1,000	18,000	Custom injection molding manufacturer	Theodore Lapres President, CEO
9	11	<b>Alliance Energy LLC</b> 57 Bedford St., Lexington 02420 781-674-7780 www.allianceenergy.com	\$1,130,600,000	40	675	Retail gasoline station and convenience stores	Andrew Slika President
10	10	<b>CDM</b> 50 Hampshire St., Cambridge 02139 (617) 452-6000 www.cdm.com	\$1,020,000,000	764	NA	Engineering and construction	Thomas Furman Chairman, CEO
11	9	<b>Wilmer Cutler Pickering Hale &amp; Dorr LLP</b> 60 State St., Boston 02109 (617) 526-6000 www.wilmerhale.com	\$955,000,000	844	2,446	Law firm	William Lee & William Perlestein Co-managing partners
12	12	<b>Shawmut Design and Construction</b> 560 Harrison Ave., Boston 02118 (617) 622-7000 www.shawmut.com	\$872,247,293	629	885	Construction management firm	Thomas Goemaat CEO
13	13	<b>Bingham McCutchen LLP</b> 150 Federal St., Boston (617) 951-8000 www.bingham.com	\$767,000,000	625	2,195	Law firm	Jay Zimmerman Chairman
14	14	<b>W.B. Mason Co.</b> 59 Centre St., Brockton 02303 (888) 926-2766 www.wbmason.com	\$735,000,000	633	1730	Office products and furniture	Leo Meehan President, CEO
15	15	<b>Kronos Inc.</b> 297 Billerica Road, Chelmsford 01824 (978) 250-9800 www.kronos.com	\$715,000,000	1,118	3,020	Workforce management software	Aron Ain CEO
16	21	<b>Goodwin Procter LLP</b> 53 State St., Boston 02109 (617) 570-1000 www.goodwinprocter.com	\$690,000,000	1,080	1826	Law firm	Regina Pisa Chairman, managing partner
17	17	<b>William A. Berry &amp; Son Inc.</b> <sup>1</sup> 99 Conifer Hill Drive, Danvers 01923 (978) 774-1057 www.berry.com	\$567,000,000	300	300	Construction manager	Peter Campot Chairman, CEO
18	NR	<b>The Cross Country Group LLC</b> 1 Cabot Road, Medford 02155 (781) 396-3700 www.crosscountrygroup.com	\$500,000,000	600	2,500	Roadside assistance and vehicle-related services, home warranty and homeowner assistance	Sidney Wolk CEO
19	30	<b>Granite Telecommunications LLC</b> 100 Newport Ave., Quincy 02171 (866) 205-8928 www.granitenet.com	\$360,000,000	585	625	Telephone and broadband service	Robert Hale President, CEO
20	22	<b>Continental Resources Inc.</b> 175 Middlesex Tpke., Bedford 01730 (781) 533-0269 www.conres.com	\$346,000,000	137	297	IT products and services	Mary Nardella CEO
21	29	<b>Mintz Levin Cohn Ferris Glovsky Popeo</b> 1 Financial Center, Boston 02111 (617) 542-6000 www.mintz.com	\$280,200,000	595	925	Law firm	Robert Bodian Managing member
22	NR	<b>Wayne J. Griffin Electric Inc.</b> 116 Hopping Brook Road, Holliston 01746 (508) 429-8830 www.waynejgriffinelectric.com	\$246,000,000	586	1,005	Electrical contractor	Wayne Griffin President
23	32	<b>Papa Gino's Inc.</b> 600 Providence Hwy., Dedham 02026 (781) 461-1200 www.papaginos.com	\$233,712,000	3,800	4,975	Restaurant chain	Thomas Galligan CEO
24	NR	<b>Senior Whole Health LLC</b> 58 Charles St., Cambridge 02141 (617) 494-5353 www.seniorwholehealth.com	\$215,000,000	160	192	Affordable health care plan for seniors	John Baackes CEO
25	37	<b>Colpitts World Travel</b> 875 Providence Highway, Dedham 02026 (781) 326-7800 www.colpittsworldtravel.com	\$166,000,000	65	90	Travel management company	Alan Krensky CEO

### NEW TO THE LIST

A look at the companies making their first appearance on our Largest Private Companies List.

Company	2008 rev.	Rank
<b>Senior Whole Health LLC</b>	\$215M	23
<b>Rocket Software</b>	\$150M	27
<b>eClinicalWorks</b>	\$84M	38
<b>Globeforce</b>	\$80M	41
<b>LogMeIn Inc.</b>	\$50M	57
<b>Astaro Corp.</b>	\$50M	58
<b>Reveal Imaging</b>	\$48M	59
<b>E Ink Corp.</b>	\$41M	66
<b>Verostream Networks</b>	\$32M	72
<b>Veroxity Technology Partners</b>	\$21M	95
<b>DiCicco Gulman &amp; Co</b>	\$20M	97

Source: BBJ research

### Trends: Private companies with the most Mass. employees

A look at the companies with the most Mass. employees among this year's list of largest private companies.

Rank	Company	Mass. staff
1	<b>Fidelity Investments</b>	9,500
2	<b>Big Y Foods</b>	6,000
3	<b>Papa Gino's Inc.</b>	4,975
4	<b>Herb Chambers Cos.</b>	1,626
5	<b>Kronos Inc.</b>	1,118
6	<b>Goodwin Procter LLP</b>	1,080
7	<b>Nyro Inc.</b>	1,000
8	<b>WilmerHale</b>	844
9	<b>CDM</b>	764
10	<b>W.B. Mason Co.</b>	633

Source: BBJ survey.

1. Suffolk Construction acquired William A. Berry & Sons Inc. in September 2009.

Compiled by Patrick Lawlor and Sean McFadden

### Next Week's List: IT Consulting Firms.

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26	38	<b>Choate Hall &amp; Stewart LLP</b> 2 International Place, Boston 02110 (617) 248-5000 www.choate.com	\$154,081,623	374	374	Law firm	William Gelnow & John Nadas Co-managing partners
27	NR	<b>Rocket Software</b> 275 Grove St., Newton 02466 (617) 614-4321 www.rocketsoftware.com	\$150,000,000	NA	700	Software developer	Andy Youniss CEO
28	39	<b>Vanasse Hangen Brustlin Inc.</b> 101 Walnut St., Watertown 02472 (617) 924-1770 www.vhb.com	\$147,000,000	360	800	Planning, design, engineering, and consulting	Robert Brustlin President
29	42	<b>Sullivan &amp; McLaughlin Cos. Inc.</b> 74 Lawley St., Boston 02122 (617) 474-0500 www.sullymac.com	\$130,000,000	437	437	Electrical and telecommunications contractor	Hugh McLaughlin President
30	40	<b>Columbia Construction Co.</b> 100 Riverpark Drive, N. Reading 01864 (978) 664-9500 www.columbiacc.com	\$130,000,000	82	82	Construction management firm	Bruce Gordon President
31	50	<b>J.C. Cannistraro LLC</b> 80 Rosedale Road, Watertown 02471 (617) 926-0092 www.cannistraro.com	\$128,950,000	315	315	Mechanical contractor	John Cannistraro President
32	45	<b>Verc Enterprises Inc.</b> P.O. Box 2809, Duxbury 02331 (781) 934-7300 www.vercenterprises.com	\$128,900,000	174	179	Convenience stores, retail gas, car washes	Leo Vercollone President
33	43	<b>The Computer Merchant Ltd.</b> 95 Longwater Circle, Norwell 02061 (800) 617-6172 www.tcm.com	\$127,388,995	142	599	IT staffing and services	John Danieli President, CEO
34	41	<b>Lee Kennedy Co. Inc.</b> 122 Quincy Shore Drive, Quincy 02171 (617) 825-6930 www.leekennedy.com	\$106,689,220	103	103	General contracting, construction management	Lee Michael Kennedy President, CEO
35	53	<b>GZA GeoEnvironmental Inc.</b> 1 Edgewater Drive, Norwood 02062 (781) 278-3700 www.gza.com	\$102,400,000	210	550	Civil and environmental engineering	William Beloff President, CEO
36	52	<b>Eliassen Group</b> 30 Audobon, Wakefield 01880 (781) 246-1600 www.eliasen.com	\$99,600,000	327	784	Technology staffing and services	Ken Dreyer CEO
37	NR	<b>Haley &amp; Aldrich Inc.</b> 465 Medford St., Boston 02129 (617) 886-7400 www.haleyaldrich.com	\$95,400,000	136	NA	Engineering firm	Bruce Beverly President, CEO
38	NR	<b>Crossbeam</b> 80 Central St., Boxborough 01719 (978) 318 7500 www.crossbeam.com	\$90,100,000	175	261	Security service applications and platforms	Pete Fiore CEO
39	67	<b>Mindshift Technologies Inc.</b> 307 Waverly Oaks Road, Waltham 02452 (617) 243-2700 www.mindshift.com	\$86,000,000	77	388	IT and software services	Paul Chisholm Chairman, CEO
40	NR	<b>eClinicalWorks</b> 112 Turnpike Road, Westborough 01581 (508) 836-2700 www.eclinicalworks.com	\$84,000,000	550	750	Software that helps doctors office smange patient flow and streamline processes	Girish Kumar Navani CEO
41	NR	<b>GlassHouse Technologies Inc.</b> 200 Crossing Blvd., Framingham 1702 508-879-5729 www.glasshouse.com	\$83,633,000	56	455	IT consulting and services firm focused on data infrastructure	Mark Shirman President, CEO
42	60	<b>Simpson Gumpertz &amp; Heger Inc.</b> 41 Seyon St., Waltham 02453 (781) 907-9000 www.sgh.com	\$82,700,000	244	NA	Design and consulting engineering	Glenn Bell CEO
43	NR	<b>Globoforce</b> 144 Turnpike Road, Southborough 01772 (508) 229-1500 www.globoforce.com	\$80,000,000	30	150	Employee recognition software and services	Eric Mosley CEO
44	59	<b>Commodore Builders</b> 80 Bridge St., Newton 02458 (617) 614-3500 www.commodorebuilders.com	\$78,464,089	70	70	General contractor and construction management firm	Joseph Albanese President, CEO
45	58	<b>R.G. Vanderweil Engineers Inc.</b> 274 Summer St., Boston 02210 (617) 423-7423 www.vanderweil.com	\$74,863,000	270	NA	Engineering firm	Eli Sherman President
46	57	<b>NameMedia Inc.</b> 230 Third Ave., Waltham 02451 (781) 839-2800 www.namemedia.com	\$74,300,000	90	142	Online domain names	Kelly Conlin Chairman, CEO
47	NR	<b>Sasaki Associates Inc.</b> 64 Pleasant St., Watertown 02472 (617) 926-3300 www.sasaki.com	\$73,595,000	250	NA	Architectural firm	James Sukeforth CEO
48	56	<b>E.M. Duggan Inc.</b> 140 Will Drive, Canton 02021 (781) 828-2292 www.emduggan.com	\$71,775,905	250	250	Mechanical contractor	Paul Harrington President, CEO
49	64	<b>GEI Consultants Inc.</b> 400 Unicorn Park Drive, Woburn 01801 (781) 721-4000 www.geiconsultants.com	\$69,399,849	105	400	Consulting engineers and scientists	Francis Leathers President
50	73	<b>City Lights Electrical Co. Inc.</b> 290 Pine St., Canton 02021 (617) 822-3300 www.clecne.com	\$66,310,306	229	282	Electrical services	Maryanne Cataldo CEO

## BIGGEST GAINERS

A look at the companies on this year's list that had the biggest jumps in rank from last year.

Company	2009 rank	2008 rank	Change
<b>Mindshift Technologies</b>	39	67	28
<b>Unidine Corp.</b>	51	76	25
<b>City Lights Electrical Co.</b>	50	73	23
<b>J.C. Cannistraro LLC</b>	31	50	19
<b>Thomas G. Gallagher Inc.</b>	52	71	19
<b>Sagamore Plumbing Heating</b>	63	82	19
<b>GZA GeoEnvironmental Inc.</b>	35	53	18
<b>Simpson Gumpertz &amp; Heger</b>	42	60	18
<b>Communispace Corp.</b>	77	95	18
<b>Tsoi/Kobus &amp; Associates</b>	67	84	17

Source: BBJ research

Trends:  
Biggest employers worldwide

A look at the companies with the most total employees among this year's list of largest private companies.

Rank	Company	Total staff
1	<b>Fidelity Investments</b>	38,500
2	<b>Nyro Inc.</b>	18,000
3	<b>International Data Group</b>	13,000
4	<b>Big Y Foods</b>	9,200
5	<b>DLA Piper</b>	7,719
6	<b>Cumberland Farms Inc.</b>	7,000
7	<b>Papa Gino's Inc.</b>	4,975
8	<b>New Balance Athletic Shoe</b>	4,000
9	<b>Kronos Inc.</b>	3,020
10	<b>The Cross Country Group</b>	2,500

Source: BBJ survey.

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IT Consulting Firms.

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51	76	<b>Unidine Corp.</b> One Gateway Center, Newton 02458 (617) 467-3700 www.unidine.com	\$66,021,000	420	1300	Dining management services to senior services, hospitals and businesses	Richard Schenkel President, CEO
52	71	<b>Thomas G. Gallagher Inc.</b> 109 Smith Place, Cambridge 02138 (617) 661-7000 www.tggallagher.com	\$63,771,000	150	150	Mechanical contractor	Brian Potter President, CEO
53	69	<b>Winter, Wyman</b> 950 Winter St., Waltham 02451 (781) 890-7000 www.winterwyman.com	\$63,096,039	158	158	Staffing firm	Bob Boudreau CEO
54	NR	<b>TRO Jung Brannen</b> 22 Boston Wharf Road, Boston 02210 (617) 502-3400 www.trojungbrannen.com	\$57,520,000	176	NA	Architecture, interior design, master planning	Robert Hoye CEO
55	NR	<b>Hamel &amp; McAlister Inc.</b> 215 Middlesex Turnpike, Burlington 01803 (781) 272-0100 www.h-m-inc.com	\$57,500,000	75	75	Mechanical contractor	Raymond Hamel President
56	NR	<b>Payette</b> 285 Summer St., Boston 02210 (617) 895-1000 www.payette.com	\$52,278,719	140	140	Architecture, planning, interior design	James Collins President
57	NR	<b>Cubellis</b> 281 Summer St., Boston 02210 (617) 338-0009 www.cubellis.com	\$51,000,000	135	135	Architecture, interior design	Len Cubellis CEO
58	65	<b>Edward G. Sawyer Co. Inc.</b> 260 Libbey Pkwy., Weymouth 02189 (781) 340-1400 www.egsawyer.com	\$50,100,000	200	200	Electrical, telecommunications	David MacKay President
59	NR	<b>LogMeIn Inc.</b> 500 Unicorn Park Drive, Woburn 01801 (781) 638-9050 www.logmein.com	\$50,000,000	125	300	Provider of on-demand, remote-connectivity and support services	Michael Simon CEO
60	NR	<b>Astaro Corp.</b> 260A Fordham Road, Wilmington 01887 (978) 974-2600 www.astaro.com	\$50,000,000	31	150	Network, Web and Email security systems	Jan Hichert CEO
61	NR	<b>Reveal Imaging</b> 201 Burlington Road, Bedford 01730 (781) 276-8400 www.revealimaging.com	\$47,900,000	98	103	Threat and explosives detection products and services	Michael Ellenbogen President, CEO
62	77	<b>William Gallagher Associates</b> 470 Atlantic Ave., Boston 02210 (617) 261-6700 www.wgains.com	\$46,100,000	160	200	Insurance brokerage	Philip Edmundson Chairman, CEO
63	82	<b>Sagamore Plumbing &amp; Heating Inc.</b> 90 Libbey Ind. Pkwy., Weymouth 02189 (781) 331-1600 www.callsagamore.com	\$45,727,102	138	138	Mechanical contractor	Joseph Harold CEO
64	80	<b>Beacon Hill Staffing Group</b> 152 Bowdoin St., Boston 02108 (617) 326-4000 www.beaconhillstaffing.com	\$45,709,000	72	110	Staffing firm, executive search, contract consulting	Andrew Wang CEO
65	NR	<b>Elkus Manfredi Architects</b> 300 A St., Boston 02210 (617) 426-1300 www.elkus-manfredi.com	\$44,150,000	200	NA	Architectural firm	Howard Elkus & David Manfredi Principals
66	NR	<b>Coghlin Electrical Contractors Inc.</b> 100 Prescott St., Worcester 01605 (508) 793-0300 www.coghlin.com	\$43,000,000	325	325	Electrical contractor	Susan Mailman President
67	84	<b>Tsoi/Kobus &amp; Associates Inc.</b> One Brattle Square, Cambridge 02238 (617) 475-4283 www.tka-architects.com	\$42,950,000	100	NA	Architecture and interior design firm	Richard Kobus Senior principal
68	NR	<b>E Ink Corp.</b> 733 Concord Ave., Cambridge 2138 (617) 499-6000 www.eink.com	\$41,000,000	120	130	Supplier of electronic paper display (EPD) technologies	Russ Wilcox President, CEO
69	NR	<b>Kaydon Group LLC</b> 125 John Hancock Road, Taunton 02780 (508) 823-5550 www.kaydongroup.com	\$40,000,000	125	145	Provider of electrical, structured cabling, tel/data services	Eli Florence President, CEO
70	NR	<b>IneoQuest</b> 170 Forbes Blvd, Mansfield 02048 (508) 339-2497 www.ineoquest.com	\$37,569,000	62	79	Multi dimensional video quality management systems	Marc Todd President, CEO
71	NR	<b>Shepley Bulfinch Richardson and Abbott</b> 2 Seaport Lane, Boston 02210 (617) 423-1700 www.sbra.com	\$36,400,000	138	NA	Architectural firm	Carole Wedge President
72	NR	<b>RDk Engineers</b> 200 Brickstone Square, Andover 01810 (978) 296-6200 www.rdkengineers.com	\$34,342,765	150	165	Engineering firms	Christopher Cummings CEO
73	87	<b>J.F. White Contracting Co.</b> 10 Burr St., Framingham 01701 (508) 879-4700 www.jfwhite.com	\$32,300,000	120	120	Electrical contractor	Gregory Sapochetti Vice president
74	NR	<b>Grandstream Networks</b> 1253 Worcester Road, Framingham 01701 (800) 788-0024 www.destinationweddings.com	\$31,900,000	13	13	Planning and travel services for weddings	Quentin Carmichael President
75	91	<b>VFA Inc.</b> 66 Summer St., Boston 02210 (617) 451-5100 www.vfa.com	\$31,700,000	99	136	Financial services	Jerry Kokos President, CEO

## LARGEST PRIVATE INDUSTRIES

A look at the industries that had the biggest revenue on this year's list.

Industry	2008 rev.	No. of cos.
<b>Retail</b>	\$13.4B	9
<b>Finance/accounting</b>	\$13B	6
<b>High-tech</b>	\$5.2B	19
<b>Construction/engineering</b>	\$4.9B	16
<b>Law firms</b>	\$2.8B	6
<b>Mechanical/HVAC</b>	\$430M	8

Source: BBJ research

## Trends: Law firms combine for \$2.8 billion in 2008

• **WilmerHale** has largest revenue among law firms on this year's list

For the fifth-consecutive year since its merger, WilmerHale is the largest law firm appearing on our list of largest private companies, with \$955 million in revenue. The firm is joined by four other law firms: Bingham McCutchen LLP, ranked No. 13; Goodwin Procter LLP, ranked No. 16; Mintz Levin Cohn Ferris Glovsky and Popeo PC, ranked No. 21; and Choate Hall & Stewart LLP, ranked No. 25. These five law firms combined for \$2.8 billion in revenue in 2008.

Source: BBJ survey.

2. E Link Corp. was acquired by Primeview International in August 2009.

Compiled by Patrick Lawlor and Sean McFadden

## Next Week's List: IT Consulting Firms.

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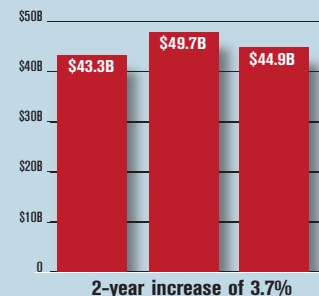
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76	90	<b>Patrick J. Kennedy &amp; Sons Inc.</b> 39 Gibson St., Dorchester 02122 (617) 423-3612 www.pjkennedy.com	\$30,127,600	70	70	Mechanical contractor	Paul Kennedy President, CEO
77	94	<b>Beacon Partners Inc.</b> 97 Libbey Parkway, Weymouth 02189 (781) 982-8400 www.beaconpartners.com	\$29,000,000	40	144	Independent health care management consulting company	Ralph Fagnoli President, CEO
78	88	<b>Nauset Construction Corp.</b> 10 Kearney Road, Needham 02494 (781) 453-2220 www.nausetconstruction.com	\$29,000,000	28	28	Full-service construction company	Anthony Papanonis President
79	NR	<b>W. L. French Excavating Corp.</b> 3 Survey Circle, North Billerica 1862 (978) 663-2623 www.wlfrench.com	\$28,257,000	80		Excavating company	William French CEO
80	97	<b>Merchant Warehouse</b> 2 International Place, Boston 02110 (800) 941 6557 www.merchantwarehouse.com	\$27,360,293	126	128	Credit card processing equipment	Henry Helgeson President, co-CEO
81	93	<b>Feeley &amp; Driscoll PC</b> 200 Portland St., Boston 02114 (617) 742-7788 www.fdcpa.com	\$27,300,000	125	125	Accounting firm	Thomas Feeley Managing partner
82	92	<b>Fraser Engineering Co. Inc.</b> 65 Court St., Newton 02460 (617) 332-3700 www.fraserengineering.com	\$26,514,350	122	122	Mechanical contractor	F. Lester Fraser President, CEO
83		<b>Braver</b> 25 Christina St., Newton 02461 (617) 969-3300 www.thebravergroup.com	\$25,800,000	200	220	Accounting, wealth management and consulting services	Patrick Riley President, CEO
84	89	<b>Environmental Fire Protection</b> 237 Cedar Hill St., Marlboro 1752 508-485-8183 www.sprinklers-r-us.com	\$25,361,392	123	137	We design, fabricate, install, and maintain fire protection systems	Alan Germain CEO
85	98	<b>Wolf &amp; Company, P.C.</b> 99 High St, Boston 02110 617-439-9700 www.wolfandco.com	\$24,590,052	182	183	Certified Public Accountants & Business Consultants	Daniel DeVasto President, CEO
86	NR	<b>Steffian Bradley Architects</b> 100 Summer St., Boston 02110 (617) 305-7100 www.steffian.com	\$24,200,000	80	NA	Architecture, interior design	Kurt Rockstroh President, CEO
87		<b>Winsper</b> 77 Summer St., Boston 02110 (617) 695-2900 www.winsper.com	\$24,175,000	25	25	Consulting and marketing services	Jeff Winsper CEO
88	NR	<b>ADD Inc.</b> 311 Summer St., Boston 02210 (617) 234-3100 www.addinc.com	\$23,780,000	117	NA	Architecture, interior design, planning	Frederick Kramer President
89		<b>Hollister</b> 75 State St., Boston 02109 (617)654 0200 www.hollisterstaff.com	\$23,000,000	81	81	Full-service recruiting firm	Kip Hollister Founder, CEO
90		<b>Grandstream Networks</b> 1297 Beacon St., Brookline 02446 (617) 566-9300 www.grandstream.com	\$22,974,258	20	250	Designer and manufacturer of IP voice and video services	David Li CEO
91	NR	<b>Arrowstreet</b> 212 Elm St., Somerville 02144 (617) 623-5555 www.arrowstreet.com	\$22,200,000	55	55	Architecture, graphic design, interior design	James Batchelor President, CEO
92	NR	<b>Symmes Maini &amp; McKee associates Inc.</b> 1000 Mass. Ave., Cambridge 02138 (617) 540-5400 www.smma.com	\$22,000,000	159	159	Architectural firm	Ara Krafian President, CEO
93	NR	<b>Ellenzweig</b> 1280 Mass. Ave., Cambridge 02138 (617) 491-5575 www.ellenzweig.com	\$21,841,458	68	68	Architecture and planning	Michael Lauber President
94	NR	<b>Eletrical Dynamics Inc.</b> 72B Concord St., North Reading 01864 (978) 664-1050 www.eletricaldynamics.com	\$21,660,000	150	150	Electrical contractor	Gary Letourneau President
95	NR	<b>P.H. Mechanical Corp.</b> 161 Granite Ave., Boston 02124 (800) 772-9770 www.phmechanical.com	\$21,000,000	65	65	Mechanical contractor	Paul Hayes President
96	NR	<b>Verosity Technology Partners LLC</b> 100 Crosby Drive, Bedford 01730 617-848-3000 www.Verosity.com	\$21,000,000	40	40	Customized data networks and Internet connectivity	Eric Sandman CEO
97	NR	<b>DiCicco Gulman &amp; Co. LLP</b> 150 Presidential Way, Woburn 01801 (781) 937-5300 www.dgccpa.com	\$20,650,000	105	105	Accounting firm	Leonard DiCicco Managing partner
98	NR	<b>Bullhorn</b> 33-41 Farnsworth St., Boston 02210 (617) 478-9100 www.bullhorn.com	\$19,500,000	125	130	Staffing and recruitment software	Art Papas CEO
99	NR	<b>Aptima Inc.</b> 12 Gill Street, Suite 1400, Woburn 1801 781-935-3966 www.aptima.com	\$19,300,000	64	90	Human-centered engineering	Daniel Serfaty CEO
100	NR	<b>LAN-TEL Communications Inc.</b> 1400 Providence Hwy., Norwood 02062 (781) 551-8599 www.lan-tel.com	\$19,000,000	75	75	Telecommunications and electrical services	Joseph Bodio President

## LARGEST PRIVATE REVENUE

A look at the revenue for the area's largest private companies over the past three years.



Source: BBJ research

## Trends: Largest construction companies combine for \$5 billion

• Construction is the 4th biggest industry on this year's list

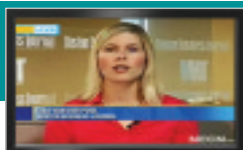
Suffolk Construction, ranked No. 6 on this year's list, cracked the billion-dollar revenue mark for the fourth time in 2008 and is the largest construction company on this year's list for the fifth consecutive year with \$1.56 billion in 2008 revenue. Seven construction companies made this year's list of largest private companies, combining for \$3.3 billion in revenue.

Source: BBJ survey.

Compiled by Patrick Lawlor and Sean McFadden

## Next Week's List: IT Consulting Firms.

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