

Fastest-Growing Private Companies, Part 1

In Silicon Valley* – ranked by percent revenue growth from 1999-2001

Rank 2001 Rank	Company Address Phone, fax Web address	Percent revenue growth from 1999-2001/ profit range	1999 revenue 2000 revenue 2001 revenue	1999 employees 2000 employees 2001 employees	Amount of startup capital	Source of startup capital	Business description	Year established	Top local executive(s)
1 NR	Netflix Inc. 970 University Ave., Los Gatos 95032 408-399-3700, 408-399-3737 www.netflix.com	1,416.42% ‡	\$5.01 million \$35.89 million \$75.91 million	264 ‡ ‡	‡	‡	Subscription DVD rental service	1997	Reed Hastings
2 NR	Contivo Inc. 640A Clyde Court, Mountain View 94043 650-426-4000, 650-426-4001 www.contivo.com	1,313.11% Loss	\$396,958 \$3.7 million \$5.61 million	70 5 73	\$200,000	Private investors	Applies modeling to the scalability problems of integration	1998	Indra Mohan
3 NR	InterVideo Inc. 47350 Fremont Blvd., Fremont 94538 510-651-0888, 510-651-8808 www.intervideo.com	1,012.18% Loss	\$3.04 million \$15.43 million \$33.76 million	156 28 145	Approximately \$250,000	Founders and friends	Provides advanced digital video and audio software solutions for PCs and consumer electronics	1998	Steve Ro
4 NR	Placeware Inc. 295 N. Bernardo Ave., Mountain View 94043 650-526-6100, 650-526-6199 www.placeware.com	712.76% ‡	\$4.4 million \$19.66 million \$35.72 million	242 76 232	Five rounds of funding since 1996	Venture capital funding	Web conferencing services that enable interactive presentational and collaborative meetings over the Internet with just a browser and a phone	1996	George Garrick
5 NR	CRC Health Corp. 105 N. Bascom Ave., Second Floor, San Jose 95128 408-998-7260, 408-998-7325 www.crchealth.com	478.68% 6 % to 10%	\$6.66 million \$10.61 million \$38.55 million	950 85 150	\$1.2 million	Founders and friends/colleagues	Behavioral health care services	1995	Barry Karlin
6 NR	Fonseca/ McElroy Grinding Co. Inc. 17705 Hale Ave., C-3, Morgan Hill 95037 408-779-1352, 408-779-6844	446.72% ‡	\$824,953 \$2.07 million \$4.51 million	18 6 11	\$100,000	Second mortgage on home	Provides pavement milling and grinding services	1999	Michael McElroy
7 NR	Wagic Inc. 1605 The Alameda, San Jose 95126 408-283-0689, 408-283-0897 www.wagic.com	384.26% 0% to 5%	\$1.5 million \$6.47 million \$7.27 million	3 3 3	\$26,000	Contributed cash	Develops, markets and provides manufacturing planning services for high-volume consumer and industrial products	1997	Ken Johnson
8 9	Landmark Protection Inc. 1150 N. First St., Suite 217, San Jose 95112 408-293-6300, 408-293-6366 www.landmarkprotection.com	345.96% ‡	\$774,935 \$2.11 million \$3.46 million	310 132 250	\$80,000	Personal savings	Full-service on-site corporate security personnel, receptionists and 24-hour management support and response	1997	Dan Miranda
9 NR	Online Design Inc. 1 W. Campbell Ave., Suite B24, Campbell 95008 408-866-1800, www.odweb.com	322.48% 16% to 25%	\$296,000 \$528,680 \$1.25 million	20 2 8	\$2,500	Self	Professional Web sites and graphic design services	1998	Scott Nelson
10 2	Silicon Genetics 2601 Spring St., Redwood City 94063 650-367-9600, 650-365-1735 www.sigenetics.com	309.54% ‡	\$868,241 \$3.45 million \$3.56 million	43 12 30	‡	‡	Makes and sells bioinformatic software	1998	Andrew Conway
11 NR	Tidal Software Inc. 2851 Leghorn St., Mountain View 94043 650-475-4600, 650-475-4700 www.tidalsoft.com	231.23% 0% to 5%	\$4.48 million \$9.63 million \$14.83 million	71 50 50	\$4.5 million	Vantage Point Partners, Novus Ventures	Develops and markets job-scheduling software used to automate and manage key applications in a corporate data center	1978	Thomas Charlton
12 92	Toeniskoetter & Breeding Inc. 1960 The Alameda, Suite 20, San Jose 95126 408-246-3691, 408-241-9983 www.tbionline.com	220.23% ‡	\$30.47 million \$71.7 million \$97.57 million	46 32 38	\$30,000	Personal	Builders and construction managers for the private and public sectors in Silicon Valley, including tenant improvements, schools, restorations and new buildings	1983	Charles Toeniskoetter Dan Breeding
13 5	Coware Inc. 2121 N. First St., San Jose 95131 408-436-4720, 408-436-4740 www.coware.com	203.20% Loss	\$4.36 million \$10.18 million \$13.21 million	125 87 128	\$5 million	Greylock, GIMVn	Software solutions for accelerating semiconductor design	1997	Alan Naumann
14 NR	Broadmedia Inc. 1135 Kern Ave., Sunnyvale 94085 408-617-2086, 408-567-1281 www.broadmedia.com	168.38% 0% to 5%	\$1.06 million \$1.73 million \$2.83 million	115 91 107	\$28 million	UMC and venture capitalist	Product design and manufacturing for OEMs with expertise in broadband network access equipment technologies	1996	Ting Herh
15 71	California Eastern Laboratories Inc. 4590 Patrick Henry Drive, Santa Clara 95054 408-988-3500, 408-988-0279 www.cel.com	161.24% 0% to 5%	\$89.4 million \$147.74 million \$233.55 million	205 176 185	\$25,000	Founder	Sales, marketing and product development of electronic components	1957	Jerry Arden
16 18	Kelmoore Investment Co. Inc. 2471 E. Bayshore Road, Suite 501, Palo Alto 94303 650-354-8170, 650-493-3624 www.kelmoore.com	135.97% Loss	\$5.96 million \$12.42 million \$14.07 million	65 22 40	\$100,000	Personal asset	Asset management company specializing in cover options writing	1992	Ralph Kelmon
17 4	ACFN - American Consumer Financial Network 2033 Gateway Place, No. 600, San Jose 95110 888-794-2236, 888-708-8600 www.acfn.info	129.44% 0% to 5%	\$8.94 million \$16.94 million \$20.51 million	12 12 12	‡	Personal - previous business	Provides ATM service to hotels and other entertainment and travel-based businesses	1989	Jeffrey Kerr
18 21	Elite Computers & Software 330 Mathew St., Santa Clara 95050 408-567-8000, 408-567-8001	129.31% 0% to 5%	\$5.99 million \$11.16 million \$13.74 million	75 10 20	\$5,000	Credit card	Retail computer and accessories	1990	Thomas Armes
19 NR	Animatics Corp. 3050 Tasman Drive, Santa Clara 95054 408-748-8721, 408-748-8725 www.animatics.com	125.83% 6% to 10%	\$2.74 million \$5.37 million \$6.19 million	27 16 18	\$3,000	Family	Designs and manufactures motion control products	1987	Robert Bigler
20 NR	TDN Electric Inc. 544 E. Weddell Drive, Suite 6, Sunnyvale 94089 408-541-9000, 408-541-9001 www.tdnelectric.com	124.93% 0% to 5%	\$3.43 million \$4.98 million \$7.72 million	35 20 30	\$320,000	SBA loans, personal savings	Electrical construction	1998	Patricia Daniels
21 69	Dowler-Gruman Architects 550 Ellis St., Mountain View 94043 650-943-1660, 650-943-1670 www.dowlergruman.com	124.10% 0% to 5%	\$10.69 million \$17.38 million \$23.96 million	71 52 63	\$60,000	Shareholders	Architecture, interior architecture and master planning services for biotech, microelectronics, data centers, telecommunications and e-commerce	1995	Randall Dowler
22 NR	Timeline 14589 S. Bascom Ave., Los Gatos 95046 408-356-1790, 408-358-4924	116.59% 6% to 10%	\$1.11 million \$1.33 million \$2.41 million	‡ ‡ ‡	\$5,000	Personal funds	High-end design/build remodeling	1990	Matthew Harrigan
23 NR	Dovetail Public Relations 15951 Los Gatos Blvd., Suite 16, Los Gatos 95032 408-395-3600, 408-358-1921 www.dovetailpr.com	115.99% 11% to 15%	\$564,473 \$1.05 million \$1.22 million	7 9 11	\$3,000	Seed capital	High-tech media and analyst relations	1993	Mark Coker
24 50	A&R Partners 201 Baldwin Ave., San Mateo 94401 650-762-2800, 650-762-2801 www.arpartners.com	112.58% 11% to 15%	\$5.76 million \$8.94 million \$12.24 million	98 55 89	\$50,000	Self-funded	Public relations and investor relations for high-tech companies	1986	Robert Angus
25 NR	Presentek Inc. 987 University Ave., Suite 11, Los Gatos 95032 408-354-1264, 408-354-6261 www.presentek.com	104.33% 11% to 15%	\$751,034 \$1.21 million \$1.53 million	12 7 11	\$68,000	Founders and initial investor personal funds	Provides professional Web content development, streaming media, site maintenance outsourcing, Internet marketing services	1995	Lee Mayfield
26 31	Wellex Corp. 551 Brown Road, Fremont 94539 510-743-1818, 510-743-1899 www.wellex.com	97.69% 0% to 5%	\$31.24 million \$62.92 million \$61.75 million	203 265 225	\$15,000	Personal money	Electronic manufacturing services	1983	Richard Fitzgerald
27 NR	FIA (Filice Insurance Agency) 738 N. First St., San Jose 95112 408-350-5700, 408-350-5799 www.filice.com	95.70% 6% to 10%	\$3.65 million \$5.47 million \$7.15 million	42 20 31	\$10,000	Personal savings	Sells health, dental and life insurance	1990	Ron Filice Jack Hayes

*Silicon Valley includes: Santa Clara County; Scotts Valley and Santa Cruz in Santa Cruz County; Fremont, Newark and Union City in Alameda County; and Atherton, Belmont, East Palo Alto, Foster City, Menlo Park, Redwood City, Redwood Shores, San Carlos and San Mateo in San Mateo County. Although every attempt is made to ensure the accuracy and thoroughness of Business Journal lists, omissions sometimes occur.

NOTES: ‡ - Did not disclose.
NA - Not available.
NR - Not ranked.

1. Netflix Inc. went public on May 23, 2002.
Information was gathered from company representatives. Not all of the 619 companies surveyed responded.

If your company would like to be considered for next year's list, or if there are any corrections or additions, write to: Research, Business Journal, 96 N. Third St., Suite 100, San Jose, CA 95112; fax 408-295-5028; or e-mail shayden@bizjournals.com.

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